



Court told pregnant Irish woman was duped by tourist

Syrian 'link' to jumbo jet human bomb

By Stewart Tandler and Nicholas Beaton

Britain was put on a diplomatic collision course with Syria yesterday after allegations by prosecuting counsel at the Central Criminal Court that the radical Arab state masterminded the attempted destruction of an El Al jumbo jet at London's Heathrow Airport in April.

from the Syrian Embassy and having contacted the Syrian Ambassador, Dr Loulouf al-Haydar, after the plot failed, Mr Roy Amlot, for the prosecution, said.

his girlfriend who was five-and-a-half months pregnant, the night before the flight, which was to have been the beginning of a holiday before the couple married.

Jordanian accused 3 Miss Murphy was unwittingly carrying the device that would have destroyed her and everybody else on the Tel Aviv-bound plane.

The explosive was "one of the most powerful military-style explosives", Mr Amlot said, and would have caused a "devastating" blast.



Dr Loulouf al-Haydar, the Syrian Ambassador, outside his embassy in Belgrave Square yesterday. (Photograph: Ros Drinkwater)

A close friend of the president

Dr Loulouf al-Haydar, Syrian Ambassador to London for the past four years, is one of the country's most senior diplomats and is believed to be a close and trusted aide of the Syrian President, Hafez al-Assad.

Dr al-Haydar has served at Syrian missions in Bonn and Moscow and at the United Nations. Two years ago he was tipped to become Minister of Information, but the position did not materialize.

Dr Haydar, aged 46, took his degree at the University of Damascus and his doctorate at Moscow State University. He is married with one son and three daughters.

No radiation leak from sub US is assured

By Our Foreign Staff

Washington - Pentagon officials were analysing the possible causes yesterday for the sinking of the crippled Soviet nuclear-powered submarine, whose dramatic impact comes only a few days before President Reagan and Mr Mikhail Gorbachev discuss the control of nuclear weapons at their Iceland summit.

there had been some seepage it would have been quickly diluted presenting no danger except in the immediate vicinity.

Analysts said the boat, which finally went down at 4.00 am, 600 miles north-east of Bermuda, had clearly been severely damaged by an explosion on Friday.

Shortly before 8 pm Moscow time, Tass broke a news blackout on details of the dramatic rescue operation that had lasted more than 48 hours.



Picture, page 7



Today

Homes: a fair deal? The Duke of Edinburgh finds increasing acceptance for the changes he recommended last year

Out of Africa Conor Cruise O'Brien sees reduced tension among South African whites

Fashion's live wires Suzy Menkes in Milan on the trapeze look that is dominating new Italian designs

Top of the form... The top 20 boys' schools, from Ampleforth to Winchester

Tomorrow Don't miss the top 20 girls' schools And another coupon towards your £5 shopping trip to France

Order your Times today

Portfolio Gold The Times Portfolio Gold daily competition prize of £8,000, double the usual amount because no one won on Saturday, was shared yesterday by two readers: Miss E. Varley of Milton Keynes and Mr J.R. Femant of Barnes, London. Details, page 3.

Home News 3-5 Law Report 43 Overseas 7-12 Letters 17 Appis 22-28 Letters 17 Arts 23 Obituary 32 Births, deaths, 4 Parliament 24 marriages 26 Press Briefing 27 Court 23 Sale Room 27 Science 7 Sport 43-46-48 TV & Radio 47 Diaries 16 Theatres, etc 47 Features 13-16 Weather 24

Jobs loss warning at Lucas

By Tim Jones and Craig Seaton

Austin Rover yesterday halted all car production at his giant Longbridge plant in Birmingham after an overtime ban affected its main component suppliers, Lucas Electrical.

More than 10,000 employees of Lucas Electrical have been warned that if they continue to "work without enthusiasm" over a pay claim there could be job losses.

The dispute could cost up to 600 cars a day in lost production at Longbridge, Austin Rover said that 2,000 workers would have to be laid off until further notice as work on Minis, Metros and Rover 800 could not continue.

Mr Mike Nangle, chairman of Lucas Electrical's joint shop stewards committee, said: "We were amazed when Austin Rover said they had run out of parts. Our action was the minimum that could be taken."

In a letter to the workforce, Mr Bob Dale, managing director of Lucas Electrical, says: "If the sanctions continue we shall lose large amounts of work which can never be replaced."

Election date Tebbit puts party agents on alert

By Our Chief Political Correspondent

Mr Norman Tebbit last night put the Conservative Party on the alert for a general election in 1987.

He told Conservative constituency agents, at a meeting in Bournemouth on the eve of the Tory conference, to gear their organizations up to peak efficiency.

Next May's local elections should be treated as a test run for a general election, he said, ordering them to fight every seat and not to let any go by default.

Mr Tebbit, who will use his speech at the conference today for a renewed attack on Mr Neil Kinnock and the Labour Party after their successful week in Blackpool, told the agents of his efforts to "beef up" the party's organization at the London headquarters and urged them to do the same at grass-roots level.

During the meeting Mr Tebbit strongly criticised the activities of some leading figures in the Federation of Conservative Students. He has already warned privately that the organization could be wound up if it continued to cause trouble.

New criticism of Britain on oil prices

From David Young, Geneva

Opec oil nations have again criticized Britain for refusing to co-operate in cutting North Sea oil output to help push up the world price.

Mr Rilwanu Lukman, the Nigerian Oil Minister and president of Opec, yesterday said Britain's policy was "stubborn". It affected the pace of North Sea development.

Sheikh Ahmed Zaki Yamani, the Saudi Arabian Oil Minister and still Opec's most dominant member, said he still hoped the organization could reach a new agreement which would take the world oil price up to \$17 or \$19 a barrel.

Mrs Reagan will not go to Reykjavik

Washington (AFP) - Mrs Nancy Reagan said yesterday that she would not go to Iceland for this week's summit meeting, even though Mr Gorbachev's wife, Raisa, will be there.

After a ceremony at the White House, when she was asked if she expected to go to Reykjavik for the meeting, she replied simply, "No".

The White House spokesman, Mr Larry Speakes, said on Monday: "We are surprised that Mrs. Gorbachov is coming. It was our understanding that this meeting was to be brief."

Tories angry over 'jobs for the boys'

By Nicholas Wood, Political Reporter

Mr Nicholas Ridley, the Secretary of State for the Environment, is expected to come under attack tomorrow at the Conservative Party conference for his apparent reluctance to curb "twin-tracking", the arrangement under which councillors hold office in one authority and work for another.

The Widdicombe report on local government published last June warned that the practice raised questions of political impartiality and recommended that the country's 70,000 senior council officials be debarred from standing as councillors.

Heathrow chaos as computer fails

By Harvey Elliott, Air Correspondent

Tens of thousands of airline passengers were delayed for up to six hours at London's Heathrow airport yesterday by a computer fault.

Church ban after woman's 'illegal' service

By Clifford Longley, Religious Affairs Correspondent

The Movement for the Ordination of Women was yesterday banned until further notice from using Church House, Westminster, because it allowed a woman priest to use a room there to celebrate Holy Communion.

Church ban after woman's 'illegal' service

By Clifford Longley, Religious Affairs Correspondent

The Archbishop of Canterbury, Dr Robert Runcie, has called for an immediate investigation.

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NEWS SUMMARY

NGA to vote on Wapping offer

With only two days to go before the News International's final offer to settle the Wapping dispute expires, the National Graphical Association last night decided to ballot its members on the deal.

Meningitis virus test

The Government is to give £50,000 for health tests for the town of Stonehouse, in the centre of the Gloucestershire meningitis epidemic, it was announced yesterday.

Murder charges

A man who manages a boutique was committed for trial at the Central Criminal Court by Cumberwell Magistrates' Court yesterday, charged with four murders and two attempted murders.

Collision inquiry

A driver with no memory of a rail disaster in which nine people died when his van collided with a train on an unmanned level crossing may be charged with causing their deaths (see Smith writes).

Indian visa deadline

Visitors to Britain from India, Bangladesh and Pakistan will be required to have visas from Wednesday, the Home Office announced last night (Martin Fletcher writes).

Film lessons on cue

A project by Mr David Pittman, the film director, to introduce the cinema to schools is to go ahead in spite of a lack of government support (Our Arts Correspondent writes).

Juries to go in criminal damage cases

By Frances Gibb Legal Affairs Correspondent The Government looks set to abandon a proposal to remove the right to jury trial for cases of minor theft, in spite of backing from some senior judges.

raised from £400 to £2,000. About 2,000 cases of criminal damage go to the crown court each year and it is estimated that at least 1,000 would remain with the magistrates if the threshold was raised.

minor offences, such as breaking shop windows. It would also coincide with the maximum level of compensation order that magistrates can make, the society said.

Patten urges gentle moves to encourage home letting

Mr John Patten, the Minister for Housing, will today launch a quiet revolution to bring back the private landlord in Britain.



Lord Scarman talking to a rasta-farian during his tour of Brixton, during which he called for positive discrimination to help black people find jobs (Photograph: Alan Weller)

Brixton violence warning

Brixton will remain a breeding ground for violence and unrest unless a concerted effort is made to tackle the problems of housing and homelessness, Lord Scarman said yesterday.

the sort of situation where unrest can be easily bred. He also said that he was worried by the possibility of "yuppies" (young, upwardly-mobile professionals) moving into Brixton.



effective as the council tenants' "Right to Buy". The aim is to end the social division between owner occupiers and the rest of society, Mr Patten insists.

Call for £650m to halt cuts in NHS

Health authorities have called for an extra £650million a year to prevent cuts in patient services and allow some development in the National Health Service.

Blow for Fowler in poll

Mr Norman Fowler, Secretary of State for Social Services, faces the daunting challenge of addressing the party conference in Bournemouth tomorrow knowing that even among Conservative voters fewer than half support government policies on the National Health Service.

Halifax seizes chance to become a developer

The Halifax Building Society yesterday announced plans to build its own homes next year, aiming at providing 3,000 a year by 1990, with an annual programme of £100 million.

Anglo-Irish conference Session on security planned

A special meeting of the Anglo-Irish conference is to be devoted to cross border security as unhappiness mounts within the RUC and Government at the efforts of the Irish Republic's security forces in combating terrorism.

Police 'in fight on ferry'

Scotland Yard's Complaints Investigation Bureau has received allegations of boogalooing by off-duty police officers on a cross-Channel ferry.

Police were 'unlucky' to lose bomber

The police were "unlucky" to lose Patrick Magee in a car chase 18 months before he blew up the Grand Hotel, Brighton, during the 1984 Conservative Party Conference, a judge said yesterday.

Collision inquiry

A public inquiry into the disaster opens in Beverley, near Hull, today, and a decision on legal action will be taken when it has reported.

Indian visa deadline

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Film lessons on cue

A project by Mr David Pittman, the film director, to introduce the cinema to schools is to go ahead in spite of a lack of government support (Our Arts Correspondent writes).

Advertisement for 'of ic co m ni ati n' with text 'by filling the gaps in your office communications you'll get the message quicker.' and a form for requesting complimentary tickets to a show.

Large vertical advertisement on the right side of the page, partially cut off, with text including 'Case opens ag...', 'Woman and the...', 'Airlines to...', 'Det...', 'Police in fight on ferry', 'Blow for Fowler in poll', 'Call for £650m to halt cuts in NHS', 'Halifax seizes chance to become a developer', 'Anglo-Irish conference Session on security planned', 'Police were 'unlucky' to lose bomber', 'Quarry plunge cyclist stable', 'Sealink dispute chaos continues'.

Case opens against Jordanian accused of attempt to blast jet with 375 on board

Woman left holding baby and the bomb, jury told

A pregnant woman said to have been used as a human time bomb in a Jordanian attempt to blow up an Israeli jet with 375 on board told the tale of her love affair at the Central Criminal Court yesterday.

Miss Ann Murphy, aged 32, the Irish girlfriend of Nezar Hindawi, took the oath in a faltering voice. She told the court she met Mr Hindawi, a journalist, also aged 32, at a house in West Drayton, near Heathrow Airport, and by the end of the year had a "close relationship" with him.

"Did you love him?" Mr Roy Amlot, for the prosecution, asked her. "Yes, I did," she replied. "Did you believe he loved you?" She whispered: "I did."

Last year she became pregnant by Mr Hindawi but miscarried, Miss Murphy said.

Gaunt-faced and not looking towards her former lover in the dock, she said that last January she discovered she was pregnant by him again.

When she told Mr Hindawi, "he did not want to know about it. He wanted me to get rid of the thing."

"I did not want to get rid of it and said I wanted to keep

He said he wanted to get married in the Holy Land ...

the baby and myself without him. There was no talk about marriage."

Later, about April 7, she suddenly appeared at her Earl's Court flat, she told the court.

She said he wanted to marry her and take her for a holiday. "I was surprised," she said. "I agreed to get married. It seemed a good thing to do."

They were to go on holiday

to Israel, she said. "He said he wanted to get married in Israel, in the Holy Land, when we got over there."

Miss Murphy said she and Mr Hindawi first went to the wrong terminal at Heathrow.

"We got out of the taxi. Hindawi had the bag and paid the taxi. We went in together."

"He put the bag on a trolley and asked directions for terminal one, we walked there with him pushing the trolley."

"Then he took the bag off the trolley, I asked him what he was doing, he did not answer, we went to the lavatory while he waited for me with the bag."

"He kissed me goodbye on both cheeks and left me. The bag was still in the trolley. I pushed it to gate 23 and got into a lift on my own. He had gone because he wanted to go to another terminal to catch an airplane."

After the discovery of 3lb of plastic explosives in a roller trolley allegedly given by Mr Hindawi to Miss Murphy, the police, acting on the information of an alert receptionist at the London Visitors Hotel, arrested Mr Hindawi.

Mr Amlot said Miss Murphy "was no suicide terrorist bomber. She is a simple, simple Irish girl who came to London for the first time in 1984."

"From a large family, she had left school at 14, and worked as a machinist in Dublin for 10 years before deciding to seek work in London, where she started at the Hilton as a chambermaid."

"In September last year she was sharing a flat in Kilburn with a number of others. She had met Mr Hindawi in the autumn of 1984, not long after she arrived," Mr Amlot said.

Mr Amlot said that from his Jordanian passport, later discovered in a Berlin flat, Mr

Hindawi had obviously travelled to Jordan, Italy, Poland, East Germany, Rumania and Bulgaria. He had sent a postcard to Miss Murphy from Italy.

By mid-November he had left Britain again, telephoning his girl friend from Germany and Italy. "She was beginning to despair over whether there would be anything permanent about their relationship."

"Then, Mr Amlot said, Mr Hindawi appeared at her flat on April 7. He had flown into

Hindawi was acting in concert with the agents of Syria

London two days earlier and stayed at the Royal Garden Hotel, Kensington, where crew members of the Syrian state airline stayed.

"Despite his apparent previous lack of interest in Ann Murphy, he now told her he wanted to marry her and take her on holiday to Israel. She agreed. They hurriedly arranged a passport for her, then on April 15 went to a tour operator in Regent Street, a subsidiary for El Al."

Mr Amlot alleged that Mr Hindawi remained outside the office, sending her inside with instructions to book a return flight to Tel Aviv two days later.

"She paid with money he provided. By then he had persuaded her to book only one ticket for herself, claiming he already had a ticket on another flight as his job paid for his flight and he had to take a different route for some reason."

"She was nervous and unwell, but he persuaded her they would meet in Tel Aviv on her arrival."

After the flight was booked,

he asked her to take a package for him in her handbag. Mr Amlot said it contained an automatic pistol and ammunition which was found later in the grounds of Chiswick House, where it had been thrown into a pond.

Mr Hindawi had bought Miss Murphy a rollerbag with wheels saying her cases were too big to take. "He also had a calculator which he wanted to take for a friend of his. They packed the bag and he said he would call for her on April 17. He arrived in a taxi just before 7.30am."

"The time is important because the timer in the calculator for the bomb was set at precisely 08.03 that morning," Mr Amlot alleged.

Mr Amlot said the taxi arrived at Heathrow about 8.30 and the timer was armed just after 8am simply by connecting a battery to the calculator.

Miss Murphy remembered that in the taxi Mr Hindawi took the calculator out of the roller bag and seemed to be changing the batteries. He seemed nervous.

He then pushed the calculator to the bottom of the bag. That was important because it would be the most effective place to set off the main charge.

At the airport Mr Hindawi left her before she reached the check-out and kissed her goodbye. She thought he was going to another terminal to catch his flight.

"The Crown says he had set the bomb to explode in five hours. It would have exploded at 39,000 feet over Austria but for the most impressive alertness of El Al security officers at the airport."

"There is convincing evidence he (Hindawi) was acting in concert with agents of



Miss Murphy, described in court as "no suicide terrorist"; her boy friend, Mr Nezar Hindawi, who is accused of plotting to blow up an El Al airliner; and the Heathrow terminal scene where her baggage was checked.

the Syrian Government and acting on behalf of a group calling themselves the Jordanian Revolutionary Movement", Mr Amlot said.

Explosives were discovered taped to the base creating a false bottom. Trapped under the tape were some hairs which were microscopically similar to head hair taken from Mr Hindawi after his arrest.

When Mr Peter Gurney, an explosives expert, examined the calculator, the securing

screws cemented into place. Inside he found a timer and detonator had been added to the circuit and would have worked whether the calculator was switched on or off and whether anybody used it. The detonator was timed to go off at 1.04 in the afternoon.

It would have created a devastating explosion causing the total loss of the aircraft and all on board. Mr Amlot told the jury.

Cross-examined by Mr Gilbert Gray, QC, for Mr

Hindawi, Miss Murphy agreed she had loved Mr Hindawi very much and had believed he loved her. She agreed she had not heard a word from him since his arrest.

Mr Gray: "Did you know that he has been forbidden to make any contact with you at all since his arrest?"

Miss Murphy: "No. He said the main charge was described as an attempt 'because, thank God, the bomb did not go off'."

The trial continues today.

Portfolio Gold Winner to start own business

Two readers shared yesterday's daily prize of £4,000.

Mr Reginald Fernant, aged 73, from south-west London, has played the game since it started.

He said: "I just couldn't believe that I have won. As a matter of fact I'm still checking my numbers."

Mr Fernant, who is a retired Civil Servant and chartered surveyor, said that he would spend the money on "some household things" for his wife and on a holiday.

The other winner is Miss Elspeth Varley, aged 30, of Milton Keynes, Buckinghamshire. She has played the game for two-and-a-half months.

Miss Varley, who is unemployed, said that she would use the prize money to start her own business.

Readers who would like to play the game can obtain a Portfolio Gold card by sending a stamped addressed envelope to: Portfolio Gold, The Times, PO Box 40, Blackburn, BB1 6AJ.

Parents back sex education

Sex education in schools is overwhelmingly supported by parents and children, according to a survey to be published early next year.

A Policy Studies Institute research team interviewed 200 families in three English cities.

It shows that parents and children demonstrated "an almost universal support" for some form of classroom tuition, often because of an awkwardness about sex that existed between them.

Airlines to ban unruly and drunk

Nineteen European charter airlines are to stop drunk and unruly passengers boarding aircraft. They will mark tickets to prevent the potential troublemakers from transferring to other aircraft.

The airlines, which include Britannia Airways, British Air Tours, Dan Air, Monarch, and Orion Airways, say that unruly passengers can affect an aircraft's safety.

Warrant out

The Law Society has paid £44,000 from its compensation fund to two clients of Mr Ian Wood, the solicitor held in France for whom an extradition warrant was issued yesterday by Sheffield magistrates alleging two offences of murder and one of attempted murder.

Woman bailed

A widow aged 38 accused of murdering the man who allegedly raped her was allowed bail at Marylebone Magistrates' Court, central London, yesterday. She agreed to live at a secret address until the hearing resumes on November 17.

Rabies tests

A Brazilian seaman, bitten by a dog in Brazil, is undergoing tests for rabies at a Hull hospital after being taken ill shortly after dockings.

TV men held

Three men who helped Yorkshire Television film First Tuesday, a documentary about the execution of Mr Leszlo Rajk, Hungary's former foreign minister, have been arrested by Hungarian secret police in Budapest.

Rats alert

Rat catchers have been called in to Papworth Hospital, Cambridgeshire, to get rid of a colony of rodents in buildings next to the heart transplant unit. A hospital spokesman said the transplant programme will not be affected.

Trust buys pit

The National Trust is to pay £50,000 for a 25-acre field containing a gravel pit in Dedham Vale, Suffolk, because of its proximity to Flatford Mill, depicted in John Constable's painting, The Hay Wain.

Fan denies he was 'fat man' in riot

A football supporter known as "the fat man" led gangs of Chelsea supporters in vicious attacks before and after a home game against Manchester United, a jury at the Central Criminal Court was told yesterday.

Mr Graham Boal, for the prosecution, alleged that "the fat man" description fitted Terence Matthews, a scrap metal dealer who weighed more than 19 stone when arrested. He claimed that Mr Matthews, aged 25, was "in the

Bamber murder trial

Detective rebuked over 'lost' clues

By Michael Horsnell

A senior detective in a murder investigation was rebuked by the judge at the trial of Jeremy Bamber yesterday when he admitted that vital clues were overlooked or lost.

The series of mishaps in the handling of the case meant that for weeks detectives persisted in the theory that the model Sheila "Bambi" Caffell had shot her adoptive parents and twin sons with a point 22 rifle before turning the weapon on herself.

Chelmsford Crown Court was told that it was more than a month after the massacre at the eighteenth century farmhouse where the family lived that officers began to suspect Mr Bamber, who stood to inherit £436,000 from their deaths, had committed the murders.

And it was not until October 23, eleven weeks after the killings at White House Farm, Tolleshunt D'Arcy, Essex, that a fingerprint found on the rifle butt was matched with Mr Bamber's prints.

Mr Bamber, aged 25, has denied murdering his adoptive parents Neville and June Bamber, both 61, his half-sister Sheila, aged 27 and her twin six-year-old sons.

Det. Insp. Ronald Cook, the senior scene-of-crime officer at the farm, admitted that a hair found stuck to a blood-stained silencer belonging to the murder weapon had been lost.

The silencer itself had only been found three days after the murders by relatives of the family and handed to police, who had previously omitted to search the gun cupboard in which it was kept.

Towards the muzzle end was a grey hair which was sent with the silencer to the Home Office forensic science laboratory at Huntingdon.

Det Insp Cook said that the laboratory had not been warned of the hair, which went missing in transit.

The hair could have shown whose head had come into contact with the murder weapon but the officer had failed to warn the laboratory of its arrival.

Mr Justice Drake told him: "They should have been told, shouldn't they? You know they should."

A series of other unfortunate omissions was also disclosed to the jury on the third day of the trial.

Det. Insp. Cook said that several weeks after the murders he found two fingerprints on the point 22 semi-automatic Anschutz rifle and on October 23 identified one belonging to Jeremy Bamber, his right forefinger on the butt. He also found a print of Sheila Caffell's right hand ring finger.

Under cross-examination Det. Insp. Cook admitted that the weapon had been handled by officers at the scene who had omitted to wear protective gloves.

He agreed also that photographs of the body of Sheila Caffell showed that the gun found across her chest at the scene had been moved by officers.

He confirmed that for several weeks after the murders police regarded Mrs Caffell as the murderer.

He said: "At the conclusion of the post-mortem nothing was said to me to alert me to the possibility that this may have been anything but a case of murder and suicide."

Det. Insp. Cook told the jury that a Bible belonging to Mrs June Bamber and found by the side of Mrs Caffell was not tested for fingerprints.

He added that no examination was made of Mrs Caffell's perfectly clean feet which the prosecution has alleged would have been dirty after carrying out the bloody massacre in different rooms of the farmhouse.

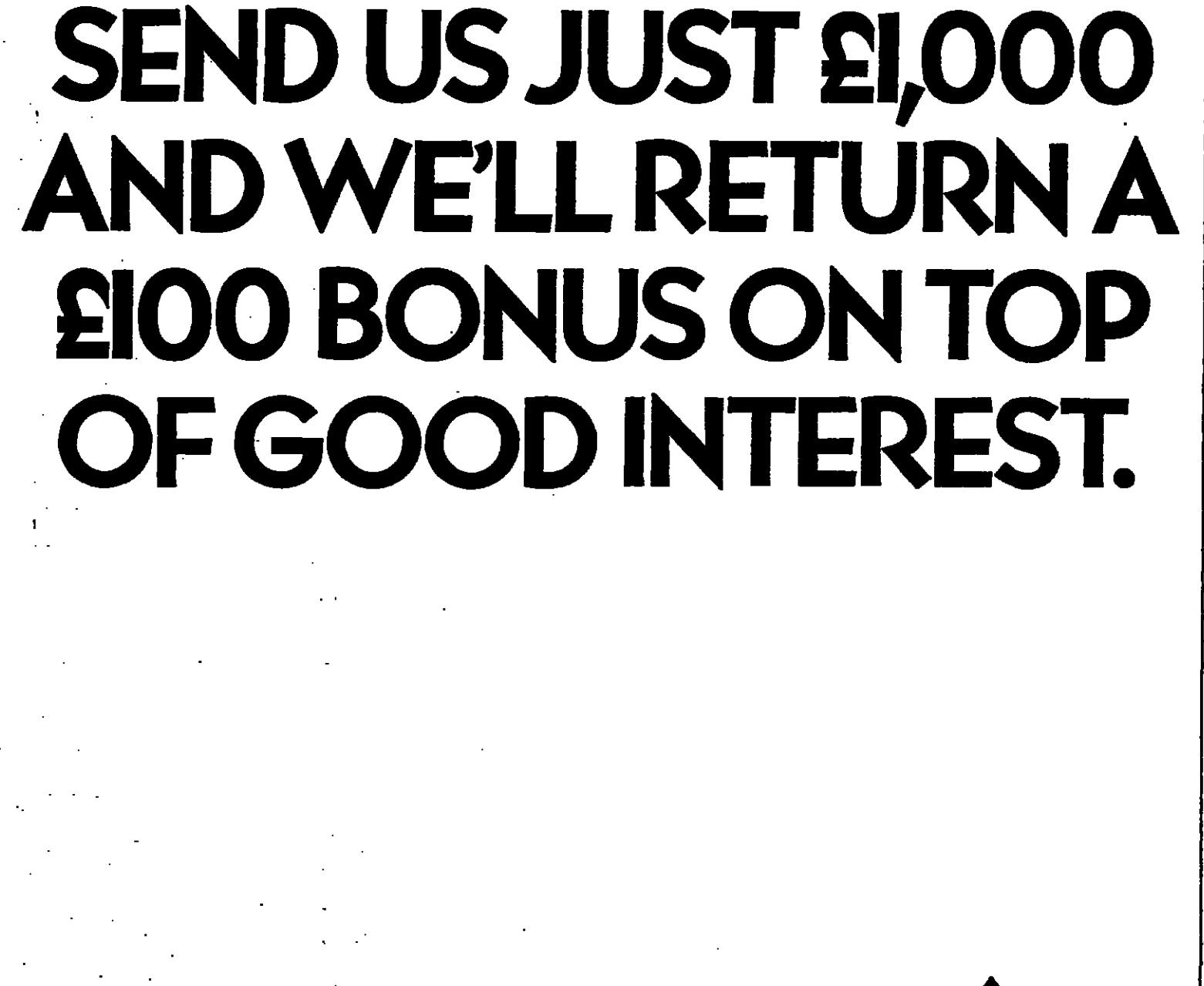
He admitted that the gun cupboard where Neville Bamber kept a number of weapons and ammunition had not been examined by police during initial inquiries. The court was told that it was three days after that that relatives who went there to collect valuables for safe-keeping discovered the bloodied silencer.

Det. Insp. Cook could give no explanation for the failure of police to ask Jeremy Bamber for specimens of his clothing and he went on to say that several days passed before police noticed a mark made by a blunt instrument on the underside of the mantelpiece in the kitchen where the battered body of Neville Bamber was found.

The trial continues today.

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TCG 21

Anglicans are urged to grasp challenge of beating racism

By David Cross

A leading Anglican yesterday called on the church to take a more active part in the drive to eradicate racism.

The Rev John Gladwin, secretary of the General Synod's Board for Social Responsibility, said the church had to tackle racism both in its own ranks and in the wider community.

Mr Gladwin was speaking at a press conference in London, held to launch a report produced by the Race Pluralism and Community Group, part of the social responsibility board.

He said: "All the participants share a common desire to affirm and promote the multi-racial character of the church. If that task is to be undertaken with success then we must face up to and tackle the racism present in the church and in the wider community."

The report urges the compilation of an index of members of the church who hold positions of power and "who may not be sympathetic at all to the anti-racist cause. This would be a register of interests and involvements and these members would be regularly and systematically challenged to examine their actions in the light of their Christian commitment."

Another index would be compiled of church members who are sympathetic to the anti-racist cause and who could be used, lobbied and brought together at short notice. "This index should be made available to anti-racist

groups and campaigns throughout the country so that better alliances between church and non-church groups can be built."

The report also says that Church of England workers should adopt "more dramatic, symbolic actions of protest and defiance" on the streets to combat racism.

"We believe that in the present climate, rational arguments are not adequate," the report says. "In the past it was possible to shame governments into implementing small measures through rational argument."

"However, the present government has demonstrated no will or wish to respond to such argument, and therefore we feel, in relation to racism in society, that simply to repeat a list of recommendations is to miss the prime problem."

"We believe that the church must challenge its own role in relation to the structures of power. The church needs to lose its respectable image and espouse unrespectable causes. And this must happen at every level. Essentially it means getting out of the committee rooms and on to the streets," the report adds.

Participants at yesterday's press conference said that the church had not yet decided how to proceed with the group's recommendations.

The Rev Theo Samuel, vice-chairman of the Association of Black Clergy, said: "We have got to discuss the issues further before we decide which strategies to use."



Hopeful applicants waiting yesterday outside the French Embassy visa section in west London. (Photographs: Smart Nicol)

French visas Applicants queue for hours

It was like the first day of the Harrods sale. There were sleeping bags, canvas chairs and empty take-away containers were the remnants of the hopeful applicants' breakfast.

Miss Maureen Preen and her friends arrived at midnight after unsuccessfully trying to obtain visas last Friday.

"They told me that if we got here after two that we would not get in. So we decided to make a night of it: we drank champagne and wine and slept," she said.

Miss Daniela Sullivan, who arrived at 5.30 am, said she wanted to be in Paris by the afternoon. "I spent the night listening to music, drinking coffee and talking to the friends I have made here," she said.

Miss Korina Flamma, who has to travel to Paris to collect

£1,000 she won in a song competition, sat outside embroidering a gold costume. She too was turned away last Friday.

Cheers from the crowd and sighs of relief greeted officials who walked along the queue 15 minutes before the consulate opened and handed out raffle tickets numbered 501 to 1,001.

Those who were not lucky enough to get a ticket, have to return again today.

Security guards at the visa section advise travellers, who have been turned away, to return again at 4 am.

The French Embassy said that staff found it "virtually impossible" to cope.

"We have even appointed extra staff, but it is very difficult," she said.

She said that tourists could, however, still obtain visas at French airports and at ports of entry.



Mr Don Gardner, who was well wrapped for the wait

The Conservatives won the last general election because they were the only party that looked fit to govern the country. For Labour the national campaign was an episode in the party's civil war than a serious bid for power. For the Alliance it was essentially a struggle for survival.

With the aura of the Falklands still upon her, Mrs Thatcher had simply to keep out of trouble in order to win. Policy commitments became not so much an electoral requirement as a potential trap. So the Conservatives coasted to victory with a campaign of much professionalism and few promises.

But as they begin the last of this year's party conferences today the Conservatives must know that it will not be like that next time. After last week's performance in Blackpool, Labour can no longer be dismissed as a party unfit for office, whatever its policies might be.

COMMENTARY



Geoffrey Smith

It has talked so much about doing so that reductions in the planned level of increased spending have been widely interpreted as swingeing cuts.

So it has got the worst of both worlds. It has received the political blame, but no economic benefit from savings that have not been made.

There is a lesson here for this conference. The test is to indicate that further selective reforms are on the way without arousing fears that the world is to be turned upside down, and the Welfare State torn apart.

All the signs are that ministers will try to achieve this double purpose by concentrating on the theme of extending individual choice. This principle will be applied in the fields of housing, education and possibly health.

In general terms this seems a sensible approach. It is consistent with the direction in which British society is moving.

But there are three yardsticks against which the implementation of this principle should be measured. Each scheme needs to offer the prospect of a sensible, practical reform, rather than being simply a bright idea that fits

Tories must fight on three fronts

So the Conservatives must prepare for a campaign on three fronts. They must have a fight partly on their record, as every government must do; partly on the dangers presented by Labour policies, as distinct from Labour incompetence; and partly on their own positive proposals.

Coming to an election after eight, possibly even nine, years in office, the Conservatives will have to demonstrate that they have not run out of steam. The principal test of this conference will be whether the Government can convey the impression that it still has a politically appealing momentum.

It must show that it has fresh tasks to accomplish. But the British are an instinctively conservative people, who will not be attracted by radical proposals for their own sake. Elections in this country are not won by frightening the voters.

Looking at the record of the Thatcher Administration up to now, I am struck by how carefully the Government has followed this principle in its actions and by how carelessly it has disregarded it in some of its rhetoric.

Its most radical actions — trade union legislation, sale of council houses, privatisation — have all been undertaken selectively. None has been directed against politically popular targets. All has been politically acceptable.

The Government has not slashed public expenditure as might have been expected. But

Reforms without fears required

It will need to be presented in a way that does not make it sound more radical than it is. That is a tough requirement for an ambitious minister under Mrs Thatcher's expectant gaze, but there is a thin borderline between arousing interest and striking fear in the electorate.

Finally, ministers will need to make it clear that the spending increases which are undeniably necessary, will be selective. Otherwise, the Government will look as if it has simply undergone a deflated conversion, which is not the best way to win anyone's confidence.

PARLIAMENT OCTOBER 6 1986

Hoods and masks on marches

THE LORDS

PUBLIC ORDER

Fears that members of the IRA or other militants and activists would be able to take part in public marches while disguised in masks, hoods or uniforms and get away with it, were discounted by the Government during the committee stage in the House of Lords of the Public Order Bill.

The Government spokesman, the Earl of Caithness, Minister of State, Home Office, explained that the issue was already fully covered by the Bill.

Viscount St Davids (Ind) raised the issue when he proposed an amendment, which he later withdrew, giving police powers to prevent those in public marches disguising themselves, as part of the conditions to be imposed on public processions.

A man took part in a procession, he said, to demonstrate his support for its purpose.

He is doing that just as much as if he wrote a letter to *The Times* and signed it with his name (he said). A letter written to *The Times* signed Anonymous would not have the same effect.

Somebody marching with a masked face was not showing the same honesty of purpose.

By adding a disguise a marcher was saying in effect that he was about to do a bad act. In recent years too many processions had been damaged by

people taking part with a disruptive intent, often contrary to the wishes of the organisers.

Lord Silkin of Dulwich (Lab) said the Opposition had sympathy with the proposal which was complementary to an amendment he had tabled imposing conditions on the carrying of provocative flags and banners. It was logical the two should go together, he said.

This was particularly important in instances where particular flags or banners were to be carried through areas where they would be considered offensive.

The Marquess of Tweeddale (Ind) pointed out there were occasions when people, such as trainees on an anti-khominism demonstration, could put themselves or their families at risk if they were to show their faces openly.

The Earl of Caithness said the Metropolitan Police, which had the greatest experience of dealing with mass demonstrations, had reported no problems with disguised marchers and said they were quite satisfied with existing powers. The provincial forces had replied that it might be of use in the case of animal rights activists who used masks when raiding animal establishments, although they marched under hoods.

The Government, he said, was satisfied that sufficient powers already existed for the police to be able to deal with any such problems and the question of Irish demonstrators and others who feared reprisals, had to be taken seriously.

People 'frightened' by Labour defence policy

MINI-SUMMIT

The overwhelming majority of the British people would be frightened by the defence policy of the Labour Party as defined by Mr Neil Kinnock at the party conference in Blackpool, Lord Young, Minister of State for Foreign and Commonwealth Affairs, said during question time exchanges in the House of Lords, which was resuming its sittings after its summer recess.

Lord Melloy (Lab) had asked whether there would be a statement to the House following the proposed mini-summit in Iceland.

Lord Young: It is unusual to make a statement about a meeting at which the Government is not present, but we will certainly wish to keep the House informed in an appropriate way.

Lord Thorpecroft (C): The experience and reputation of the Prime Minister and her acknowledged friendship and loyalty to the United States

make it more likely we will be consulted.

Lord Young: That is an important point. Those who heard the anti-American remarks made at the Labour Party conference last week do not feel these are in Britain's best interests.

Lord Jenkins of Putney (Lab): Nuclear weapons have never given us a place at the conference table and as they serve little purpose, we would be safer without them.

Lord Young: I would not accept that. If he and his friends would consider the great danger into which they are putting this country by their anti-nuclear policy, they would recognize the overwhelming majority of the British people will be very frightened by it.

Parliament today
Lords (2.30): Housing and Planning Bill, committee stage.

BRITISH COAL. THE SHORT CUT TO LONG TERM STABILITY

Bowater's papermaking site in Kent is one of the largest in Europe. It is also a fine example of a company reaping the benefits of relying on British Coal for its energy needs.

The Kent mills produce a portfolio of papers ranging from quality gloss-coated grades through computer and business to towelling and packaging. In the process, the company consumes around 250,000 tonnes of coal a year.

'Paper is a very competitive business facing intense competition from overseas' says Ted Drake, Purchasing Manager - Supplies. 'And energy is a major cost. Oil has a history of volatile pricing and even though costs look attractive at the moment, it's anybody's guess what will happen in the next few months. On the other hand, prospects for coal remain excellent - based on stable, competitive pricing and security of supply.'

Bowaters, like many other forward-thinking companies have chosen British Coal when it comes to an important investment in the future.

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A Government Grant Scheme currently supports conversion to coal by providing up to 25% of the eligible capital costs.

Loans at favourable terms (including deferred repayments) are also available from the European Coal and Steel Community.

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Industrial requirements can be met from a comprehensive range of packaged or purpose designed units with a variety of boiler and furnace types and ratings. Modern coal plant is fully automatic with completely enclosed handling - a concept that

meets both the economic and aesthetic needs of the UK's leading industrial companies.

A final word from Malcolm Edwards, British Coal's Commercial Director: 'No other source of energy can match British Coal's supply and pricing profile. The Government Grant Scheme, which isn't due to end until mid-1987, can make converting to coal one of the soundest investments your company has ever made.

The time to talk is now.'

For further information, please write to the European Coal and Steel Community, Industrial Branch, 100, rue de la Woluwe, 1200 Brussels, Belgium. Tel: 02 230 1211. Fax: 02 230 1212.

British Coal, Grosvenor Place, London SW1X 7AE.

Name: _____
Company: _____
Address: _____

British COAL NOW IS THE TIME TO CONVERT TO BRITISH COAL

Handwritten signature or mark at the bottom of the page.

Mothers who work are more likely to take up smoking

By Jill Sherman

Working women with young children are much more likely to take up smoking than housewives with no children, irrespective of social class.

Research published by the West German government shows that 48 per cent of all women in paid work, with children under 10, smoke, compared with a national average of 33 per cent. Thirty-five per cent of all housewives with children under 10 smoke.

But the susceptibility to smoking drops sharply in women who have no children. Only 26 per cent of childless working women smoke and 24 per cent of housewives with no children.

The figures published in a new book by Dr Bobbie Jacobson, *Beating the Ladykillers*, which was launched by the British Medical Association yesterday, support her argument that the strain of working and having children is a factor in the closing gap between smoking incidence in men and women.

In 1961 nearly 60 per cent of men and 40 per cent of women smoked. But now nearly half the country's 14 million smokers are women averaging 14

cigarettes a day to the man's 16. In 1983 cigarettes killed 33,000 British women through heart attacks, lung cancer and chronic bronchitis, the book claims, and lung cancer is now overtaking breast cancer as the biggest cancer-killer.

Dr Jacobson emphasizes that, unlike men, women are smoking at equal rates across the spectrum of social classes. Only 17 per cent of middle-class professional men smoke, compared with 49 per cent of unskilled manual workers. But in women this figure is 38 per cent and 40 per cent respectively.

"Social class is still an important indicator in smoking but other factors now have to be taken into account," Dr Jacobson says. "There is a new hierarchy of smokers. Since men do not do much unpaid domestic work, the strain of having children to rear as well as a paid job is unlikely to have much impact on their smoking patterns."

Dr Jacobson claims that women are driven to smoking because they have no one to depend on. "Men depend on women. Women depend on cigarettes. Cigarettes are being used as a safety valve, a way of

letting off steam in a society that expects women to juggle three or four paid and unpaid jobs."

Dr Jacobson will be sending the book and a covering letter to Mrs Edwina Currie, junior minister at the Department of Health.

"Edwina Currie needs to address the issue of her own ignorance before she accuses the rest of the country of being ignorant of health hazards. Her own department's research shows that people are aware of the risks of smoking. People are smoking because they have good reason to smoke and are being further tempted by the millions spent on tobacco advertising each year."

Dr Jacobson said that she would also be advising Mrs Currie of new statistics which showed that popular women's magazines were breaching the Government's voluntary agreement, drawn up last April, that no cigarette advertising should appear in magazines marketed at the 15-24 age group with a circulation of more than 200,000.

The magazines in breach of the agreement are *Company*, *Cosmopolitan*, *Options*, *Over 21* and *Woman's World*.



Prince Charles touring the housing project with (from left) Mr Angus McCormack, Mr Rod Hackney, Mr Michael Connarty, and Miss Genevieve Jones, project architect.

Royal seal for self-builders

By Charles Knevitt, Architecture Correspondent

The Prince of Wales yesterday opened Scotland's first self-build housing project sponsored by a local authority at Colquhoun Street, Stirling. He told one of the home-owners that he would be back to see it completed.

The scheme, which was praised by the Prince in his speech to the Institute of Directors' annual convention last year, has put home ownership within the reach of disadvantaged groups such as the

unemployed, low paid, single parents and families on the council waiting list.

Mr Rod Hackney, a community architect and adviser to the Prince, was appointed by Stirling District Council to undertake the scheme of 27 refurbished flats and nine new two- and three-bedroom houses on a derelict site in 1984.

The Abbey National and Scottish building societies

provided mortgages, with the council giving loans and maximum improvement grants. By doing the work themselves the self-builders will save up to one-third of the normal market cost of their homes, giving them a new house for less than £20,000 and a flat for around £10,000. More than 70 applications were received from those wishing to take part in the project.

Duke calls for fairer deal, page 16

Pop singer tells of musician's last hours

The pop singer Boy George told an inquest at St Pancras, central London yesterday he believed that an American musician who died from a drugs overdose in his home was no longer taking drugs.

Boy George, who gave evidence under his real name of George O'Dowd, told the hearing that Michael Rudetsky had come to England for a recording session. Asked about Mr Rudetsky's drug problems, Boy George said: "He said he didn't take anything."

During the evening of August 5 they both went to the *Eastlight* rehearsal studio at Most Place, Brixton.

"He seemed tired but OK. He started to doze and slumped over his keyboard."

The singer said that he needed help from a nightwatchman to get Mr Rudetsky into a car. He took him to his home in Well Road, Hampstead, north-west London.

The singer then went to his other home at St John's Wood and learned the next day that Mr Rudetsky was dead.

Dr Peter Jerrard, a pathologist, said that a post-mortem examination disclosed that Mr Rudetsky's body contained a fatal level of morphine.

Dr Douglas Chambers, the coroner, recorded a verdict of death by misadventure.

New drug attacks wide range of viruses

By Pearce Wright Science Editor

The most powerful anti-viral agent tested in the laboratory is reported in the latest issue of the science magazine *Nature*.

A research team from Belgium and Czechoslovakia presents results for a new compound called NS-HPMPA for short, which show it has astonishing potency in attacking a wide range of viruses, including those causing herpes and allied infection, chicken pox and similar illnesses, and some that are known to induce tumours.

The drug has been tested on 25 different viruses in culture in laboratory, stopping their development in concentrations which is said to have no other effect on the mammalian cells.

The report from the group led by Dr Erik De Clercq, of the Rega Institute for Medical Research at Leuven University, focuses on the unusual mechanism which they believe is at work in making the compound so powerful.

Development of effective anti-viral drugs is still at an early stage. But if substances can be synthesized to be absorbed selectively into only the virus, it would be of enormous benefit to other scientists searching for treatments for Aids and cancer.

Clinical trials: 2

Evidence of GPs' cash inducements

In the second of two articles, Jill Sherman looks at how clinical trials are open to financial abuse

The lack of statutory control governing clinical trials can lead to abuse and there is growing evidence that false or pseudo trials are being carried out which have no scientific value and are purely promotional exercises.

In one recently publicized case doctors were allegedly given payments for taking part in a false trial to promote a heart drug. Salesmen were told to keep test cards which had been completed by the doctors.

The Royal College of Physicians has received evidence that large sums of money are being paid to clinical investigators to conduct trials and that companies, partnerships and individual doctors contract to carry those out.

Those organizations or individuals act as links between the pharmaceutical industry and the medical professions and may be purely commercial or associated with hospitals and universities.

Some doctors are offered gifts or cash payments for every patient started on a product, and the college heard that several physicians were offered £500 for every five patients treated with a new non-steroidal anti-inflammatory drug.

Under the college's own code of ethics investigators are entitled to realistic payments to cover the time spent carrying out the research. But payments are expected to be reported to the ethics committees.

The code says doctors should not accept payments for clinical trials of new drugs unless that has been specified in the protocol.

Similarly doctors should not accept payments for recording patients' reactions to a licensed drug, unless that has been approved, or receive any inducement which could influence his professional assessment of the therapeutic value of a new drug.

The Department of Health

and Social Security has recently advised that if an officer wishes to attend a conference which is financed wholly or partially by commercial sources he has to seek approval from the employing authority.

Even the Association of the British Pharmaceutical Industry says that "no gift or financial inducement shall be offered or given to members of the medical profession".

But the advice is clearly being broken by both sides and there is evidence that doctors themselves are now demanding fees from drug companies so that they can attend conferences abroad or asking companies to provide free meals when they wish to promote products.

The penalties to the drug company are small, amounting to no more than a ticking off by the association.

Ethics committees have no direct sanctions over doctors but if they find that their advice is not heeded or trials are being carried out without their knowledge they are expected to report the incident to the health authority or university board.

The Royal College of Physicians has advised members that "it is unacceptable for a physician to receive any gift or other inducements from a pharmaceutical company except those that are inexpensive and relevant to the practice of medicine."

It also proposes that financial arrangements for clinical trials are done through the finance office of the health authority or university.

To guard against false or pseudo trials the college says that doctors must ensure that the studies are of scientific merit, that they have been approved by an independent ethical committee and there is prior agreement with the company that the results may be submitted to journals of the physicians' choice.

Concluded

PRESS RELEASE

14th September, 1986.

Magnapix's latest.

Magnapix has today announced the release of their latest film, "Giving and Taking". A block-buster of a love story set in war-torn Europe. It's directed by William Healey and stars Jim Roberts, Philippa Baldwin and Karl Kretschmar-Schuldorff.

Based on the best-selling autobiography of Belinda Bellantyne, "Giving and Taking" tells the story of a young Englishwoman (played by Baldwin) who is married to a German (Kretschmar-Schuldorff). When war breaks out, he is drafted and eventually sent to the Russian Front.

WW2 Heroism.

During the years to come, Baldwin has more to cope with than three children, the Allied bombing, the neighbours' hostility and the authorities' suspicions. She also meets, and falls in love with, a Canadian Intelligence officer masquerading as a Swiss cultural attaché (Roberts).

When Kretschmar-Schuldorff loses his legs to a partisan's grenade and is sent home, he begins to suspect that Baldwin is having an affair. But that is only half the truth - she is also actively engaged in helping Roberts with his espionage work.

Whilst under the influence of home-made schnapps, Kretschmar-Schuldorff confides his anguish over his wife's infidelity to a neighbour, who is, unfortunately, an informer (played by the great old character actor, Tim Baynes). Baynes discovers that Roberts is a spy, and informs on both him and Baldwin.

Self-Sacrifice.

Confronted by the hurt and angry Kretschmar-Schuldorff, Baldwin and Roberts confess their anti-Nazi activities, just as the Gestapo arrive outside their apartment building to arrest them. Kretschmar-Schuldorff, in order to distract the Gestapo and give Baldwin, Roberts and the children time to escape across the roof, drags himself over to the window and throws himself out.

In a recent interview on the set of his next film, William Healey, the director, spoke at some length about "Giving and Taking". "I think what first attracted me to the story was the sheer scale of the human sacrifice involved. First, you have old Kretschmar-Schuldorff defending his country, although he disagrees with the policies of the Nazi party. Then Baldwin and Roberts risking their own lives to spy for the Allies. And finally, of course, Kretschmar-Schuldorff making the ultimate sacrifice, for his wife and the man who had stolen her love."

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Tax office 'wolves' censured

Women who work for the Inland Revenue are calling for more official help to deal with sexual harassment.

They want women appointed to whom they can take complaints and other personal problems.

The Inland Revenue Staff Federation is pressing the Inland Revenue to appoint women equal opportunity officers in each tax district to deal with office "wolves". At present the only officers are men.

"There is evidence that many women feel unable to approach the male officers about problems concerning sexual harassment and health issues," it says.

Miss Liz Symons, the federation's assistant secretary, says: "I get many calls from women members simply because they want to talk to a woman and refuse to speak to anyone else. There is a lack of confidence in taking it up with men."

Today many more women work in tax offices and 65 per cent of staff are female aged 30 to 35, Miss Symons says. "The traditional image of the taxman has changed."

The bare facts. All dressed up.

At a brief glance, these two sheets are very different. The one on the right looks worthy of closer inspection — it appears to have interesting information to convey. Whereas you could be forgiven for conveying the one on the left to the rubbish bin.

Of course, they both say exactly the same thing. But it's the way they say it that makes the difference. And the "well-written" one was composed on the Apple™ DeskTop Writer System.

An integral part of that system is the software known as Microsoft Word™. This is what allows you to use various typefaces, in different styles and sizes. It enables you to insert footnotes and headers in your document. It paginates the entire document by itself. And used in conjunction with other software, it permits the inclusion of graphs, illustrations and spreadsheets.

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You can buy the Writer System now at the special price of £2,995 — a saving of £470 off the list price. If you'd like to try it out first, a Test Drive is easily arranged. Or you can attend the AppleWorld exhibition. It takes place at the Business Design Centre in London.

from October 29 to November 1. For more information, post the coupon, dial 100 and ask for Freefone Apple, or contact your local Apple Dealer.

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Guerrilla war worsens

Unifil general challenges Israel to give up buffer zone

From Robert Fisk, Tibnin, southern Lebanon

In an attempt to prevent the continuation of the guerrilla war that is threatening to overwhelm the United Nations peacekeeping force in southern Lebanon, the UN force commander yesterday issued a dramatic public challenge to the Israelis to withdraw from 45 square miles of their occupation zone in Lebanon and hand the territory over to the UN.

Major-General Gustav Hagglund, the Finnish UN commander, used the occasion of a medal parade for troops of the Irish Army's 59th Infantry Battalion to announce his extraordinary initiative, insisting that UN troops would be ready to move into the western sector of the Israeli occupation zone from the sea at Naqoura to the hill villages 10 miles inland.

UN officials made no secret of the general's intentions. "Things are bogged down and the guerrilla war is getting worse for everyone," one of them said. "We are trying to throw a rock in the pond."

The United Nations Interim Force in Lebanon (Unifil) came here eight years ago under a UN mandate to confirm the withdrawal of Israeli occupation troops after their 1978 invasion but, both before and after their second invasion in 1982, the Israelis refused to leave a buffer zone which runs six miles deep into Lebanon and which they refer to as their "security zone".

The Israelis have always refused to allow the UN to complete their mandate by moving down to the international frontier, claiming UN troops would not be able to prevent guerrilla infiltration.

This was the point General Hagglund took up yesterday. "International peace and security cannot be restored before Israel has withdrawn from occupied territory," he said.

"The Israelis say Unifil cannot do the job and that attacks against Israel and general violence would increase."

Jerusalem jets raid near Syrian border

From Ian Murray, Jerusalem

Israeli aircraft attacked targets scarcely 10 miles from the Syrian frontier just after dawn yesterday, bombing what was described here as "headquarters for terrorist organizations of the rejectionist front".

The raid appears to have been centred on the village of Berqayel, some 12 miles north-east of Tripoli and well within range of the surface-to-air missile (SAM) batteries Syria has deployed along its border with Lebanon. However, according to military sources here, no missiles were fired and all the aircraft returned safely to base.

The target is understood to be a two-storey building used by the Syrian National Socialist party (SNSP), which has claimed responsibility in the past for suicide bombings in South Lebanon and for attempts to infiltrate Israel.

Eye-witness claims that three training camps in different villages had been hit by Israeli aircraft were rejected by the sources.

Peres A-bombs pledge

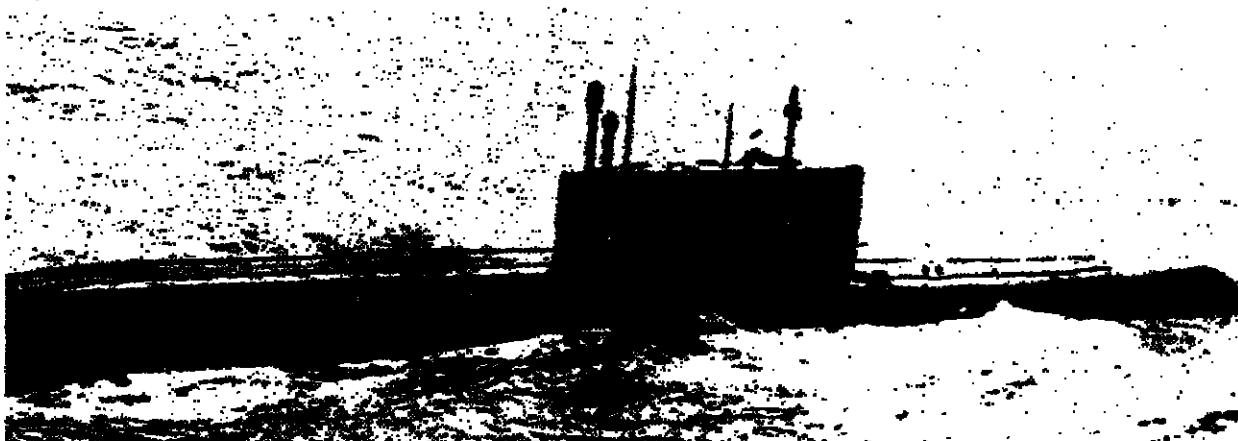
Jerusalem - This week's Sunday Times report that Israel was now the world's sixth largest nuclear power, was raised by Mr Shimon Peres, the Israeli Prime Minister, at yesterday's Cabinet meeting (Ian Murray writes).

The Government was used to "sensational reports" about the nuclear research centre at Dimona and did not make a practice of commenting on them, he said. Israel's policy had not changed: It would not

be the first country to introduce nuclear weapons into the region.

Coverage of the story here has been limited to correspondents from London quoting Peres, from The Sunday Times with the military censor here vetting all reports.

New Minister: Mr Ze'evulun Hammer, of the National Religious Party, was named as Religious Affairs Minister, adding a hardliner to the Cabinet (Reuters reports).



Sub fire puts focus on naval build-up

From Christopher Walker, Moscow

The fire on board a Soviet nuclear submarine as it was patrolling the Atlantic some 940 miles east of New York and Washington last Friday focused Western attention dramatically on the relentless naval build-up being implemented by the Kremlin's military planners, with emphasis on the missile-carrying underwater fleet.

According to the US Government publication Soviet Military Power, the Soviet Union boasts the world's largest nuclear submarine force, with 62 modern vessels equipped between them with a total of 928 nuclear-tipped missiles. They form part of a navy which in numerical terms, is now easily the largest in the world.

The importance given to the nuclear submarine fleet by Mr Mikhail Gorbachev and his senior defence advisers was emphasized last December when Admiral Sergei Gorshkov, the man who had master-minded the naval build-up was replaced by one of the pioneers of Soviet nuclear warfare, the former Admiral Vladimir Chernavin, then aged 57.

The new naval chief, according to well-placed Soviet sources, had been appointed

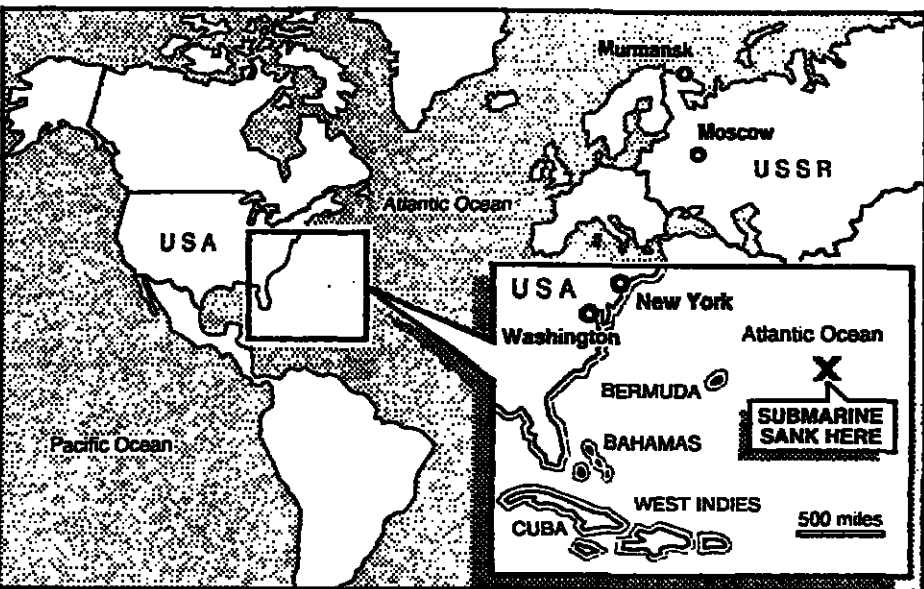
earlier as commander of one of the country's first nuclear vessels. He later became the first submarine commander to launch missiles from his vessel whilst it was submerged and earned a reputation as one of the pioneers of navigation under the polar ice.

In 1964, he was awarded the coveted Order of Lenin for his part as a staff officer in the submerged navigation of the world by a detachment of Soviet nuclear submarines.

"From the day his appointment was confirmed, it was clear that the development of the nuclear submarine force would remain the number one priority," a Western defence expert said.

The costly build-up of the navy, which in 1956 when Admiral Gorshkov first took

The stricken Soviet submarine, with a damaged area showing aft of the conning tower wallowing east of Bermuda before sinking yesterday.



charge was little more than a coastal defence force, it is thought to have been spurred by the Kremlin's humiliation during the Cuban missile crisis in 1962.

Commenting on the continuing naval growth in the 1970s and 1980s, one observer said: "What is remarkable is not so much its speed as its steadiness."

The appointment of Admiral Chernavin was seen as a signal in the West that even greater priority would be given to new underwater nuclear vessels.

Because of the obsessive secrecy surrounding details of the nuclear fleet, few accounts of its safety record have ever been made public here, which was why the Tass accident communiqué at the weekend

was unprecedented. However, over the past 20 years there have been several reliable reports of accidents on Soviet nuclear-powered submarines. The worst was in August 1983, when US intelligence sources said that a submarine had sunk in the north Pacific with the loss of about 90 crew. The sources were unable to say whether or not it was carrying missiles.

Three years before that, the Japanese Maritime Safety Agency monitored ship-to-ship radio conversations indicating that nine crew had died in a fire on a Soviet Echo 1 class submarine off Japan.

In 1968 a Soviet Golf class nuclear submarine was reported to have exploded in the Pacific between Hawaii and Midway Island.

Another scene shows British journalists and cameramen being provocatively photographed by a KGB photog-

Early screening for BBC documentary

Britons in Moscow tell their story

From Our Own Correspondent, Moscow

In the wake of the Daniloff affair, the BBC has informed Whitehall that it plans to bring forward its screening of a documentary filmed earlier this year about the private and professional lives of British diplomats and journalists in Moscow.

A copy of the BBC 1 film has been handed this week to Sir Bryan Cartledge, the British Ambassador in Moscow, having been shown to a senior Whitehall official to determine whether, after an agreement between the Foreign Office and the producer, Mr Richard Denton, any cuts were to be requested on security grounds.

A British Embassy spokesman told The Times yesterday that Sir Bryan had not yet viewed the film, which is awaiting its voice-over commentary. It contains no shots

of the "safe room" in the embassy basement where all confidential discussions are held to avoid Soviet monitoring devices.

"Because the film crews were given privileged access to the working of the embassy, it was decided that, although we would not have complete right of veto, we could ask for the removal of any passage we opposed on security grounds or because it was considered unbalanced," a discussion would then follow," the spokesman explained.

A small group of British correspondents have also been given a sneak preview of the film, now due to be screened this month, much of which is shot in the "fly on the wall" documentary style that Mr Denton used in his series on the Soviet Union.

Much of the attention is focused on the difficulty for the British community of living and working under round-the-clock surveillance

rapher, posing as a Soviet newsman, as they try to cover a demonstration called in Moscow against nuclear power after Chernobyl.

Stringent criticism of most British press coverage of events in the Soviet Union is voiced by Kate Clark, the correspondent of the communist Morning Star. She is particularly scathing about the attention paid by other British journalists to the activities of Soviet dissidents.

But Peter Ruff, BBC radio correspondent, points out that since most Muscovites are restricted to the Kremlin view of world events it is inevitable that most will repeat only the party line as laid down by Tass or Pravda.

The most ironic comment comes from Patrick Cockburn of the Financial Times, who told his BBC interviewer confidently: "At least one knows that the worst that can happen to one as a journalist is to be expelled."

South African troops injured in mine blast

From Michael Hornsby, Johannesburg

Six South African Defence Force soldiers were injured yesterday when their vehicle detonated a landmine near the Mozambique border, according to the Government's Bureau for Information.

It released few other details about the incident, which occurred on a dirt road in the KalNgwane tribal homeland near the hamlet of Nuzuzine. A spokesman said it was probable that the outlawed African National Congress (ANC) had planted the mine.

Since the end of last year, there have been a dozen or so landmine incidents in the Eastern Transvaal, and along the border between Northern Transvaal and Zimbabwe, in which several civilians, white and black, have been killed.

Yesterday's landmine explosion appears to be the first in which members of the Army have been wounded.

If the ANC did plant the landmine, it would suggest

Firm fails to appear in Bhopal

From Michael Hamlyn, Delhi

The long-awaited court case in which the Indian Government is suing Union Carbide over the Bhopal gas tragedy of December 1984, which was to have begun yesterday, was adjourned after no one from Union Carbide appeared.

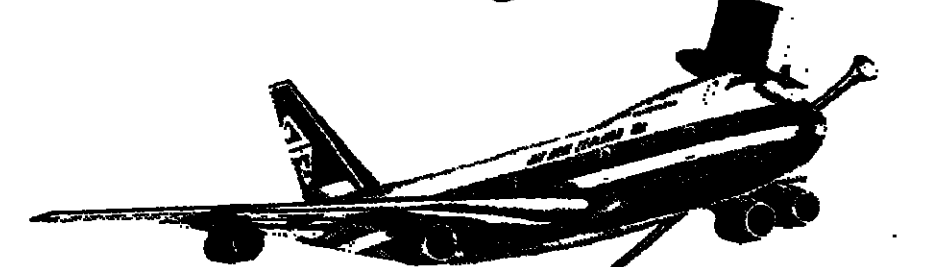
The Union Carbide parent company in Danbury, Connecticut, was given until yesterday to file its reply.

Counsel for the state of Madhya Pradesh sought an order restraining the corporation or its associates from tampering with evidence.

The hearing will resume in Bhopal today.

NEW YORK: Last night Mr Edward von den Arckels, a spokesman for Union Carbide in Danbury said: "We still haven't been served with the suit." (Paul Valley writes).

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Atom-by-atom study on Holy Shroud of Turin

By Pearce Wright, Science Editor

The decision by the Pope to allow the Holy Shroud of Turin to be subjected to scientific scrutiny by carbon dating and neutron activation measurement is an indication of confidence in new techniques of analysis.

Various claims challenging the authenticity of the origins of the shroud, carrying the outline of a face believed to be that of Christ, have been based on circumstantial evidence.

Previously there was concern that chemical and physical tests would not only

interfere with the sanctity of the shroud but would damage the garment because substantial pieces of cloth would need to have been cut off.

New ways of examining the linen shroud, which arrived in Turin more than 400 years ago, can be done with just a few threads, causing no perceptible damage. Two approaches are being followed.

Carbon dating, a process only developed in the past five years, is the one which is designed to make a direct measurement of when the cloth was woven.

The first technique for car-

Science report

bon dating begins by burning a sample under controlled conditions and collecting the carbon dioxide generated in the process. Analysts then look for the different types of carbon from which the date of the material is to be calculated.

Working with specimens 5,000 times smaller than their predecessors, a speck of material, a mere one thousandth of a gram, can reveal to the new analysers the age of a piece of cotton, leather or wood to within 50 years.

One of the groups pioneering the procedure is a team working with Dr Robert Hedges at the Research Laboratory for Archaeology and the History of Art in Oxford.

The scientists, and a team from the Atomic Energy Research Establishment at Harwell, have helped in the preparation of the international standards for comparing dates.

Although microscopic amounts of material are tested, the apparatus for carbon dating weighs 10 tons, in the form of a three-million volt tandem accelerator. The machinery examines samples atom by atom.

From the moment cotton or flax is picked and woven into cloth, or wood is cut for carving an ornament, the radioactive portion of their carbon content begins to decay.

Instead of burning a large sample, and then purifying the carbon by a complicated route before analysis is possible, the new equipment distinguishes between the carbon atoms by a technique more familiar in nuclear physics than in archaeology. The date is calculated from the ratio of the two forms of carbon.

Italy pushed toward an early poll by deep coalition disagreement

From Peter Nichols, Rome

Fears are growing that Italy may be forced into early elections by deep disagreements among the coalition parties which are tarnishing the country's newly acquired reputation for stability.

Signor Bettino Craxi, the Prime Minister, is himself helping to stir the murky waters. He has twice in the past few days infuriated the Christian Democrats, his principal allies in the five-party coalition, in articles he wrote under a pseudonym for *Avanti!*, the official newspaper of the Socialist Party.

In the first he sought to play down the significance of a promise he was supposed to have made when he formed his present Government, to hand over the prime ministership to a Christian Democrat in the spring.

This alleged agreement was taken to have been the price he paid for convincing the Christian Democrats to maintain their support for him, which was essential to enable him to form his second government.

The other point aggravating the Christian Democrats is his insistence in his second article that the secret vote in Parliament — which is the rule here — was responsible for a

great part of his difficulties in governing the country.

Certainly he has been technically defeated in Parliament many times when supposed supporters, usually Christian Democrats, exploited the cover of secrecy to vote against government measures.

They were quick to retort that, as far as the pact in hand over the Prime Minister's office to them was concerned, he must go in March. On Saturday, Signor Craxi called in Signor Arnaldo Forlani, the Christian Democrat Deputy Prime Minister, to discuss the increasing problems between the two parties.

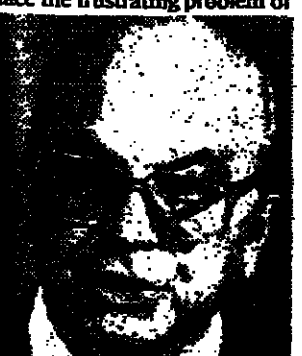
The Christian Democrats face the frustrating problem of

being the largest party in the country unable to use their massive electoral support to dislodge from the Prime Minister's office the head of the Socialist Party, which has only about a third of their voting strength.

Signor Craxi's side of the coin of frustration is that he is popular in the country and widely regarded as an effective Prime Minister, but his party fails to benefit from his prestige in terms of votes. Hence he is seen to have been tempted by the idea of showing that political chaos was such that elections are becoming unavoidable.

He would then lead the country and of course his own party into elections instead of handing over office to the Christian Democrats. If this hypothesis is correct the country can expect a troubled period of political infighting.

The atmosphere of ill-feeling among the coalition partners has been exacerbated by allegations that the Government had negotiated the release of the hijackers of the Achille Lauro cruise ship, a year ago, even though it was known that Leon Klinghoffer, an American passenger, had been murdered by them.



Signor Craxi: making light of an alleged promise.

Pope gets tumultuous reception from young

From Diana Geddes Lyons

An ecstatic crowd of 60,000 young people roared, waved and stamped their approval of the Pope in the Gerland football stadium in Lyons.

It was an extraordinary experience to hear teenagers and people in their early twenties greeting with tumultuous applause the Pope's familiar homilies on the evil of abortion, the importance of celibacy in the priesthood, the necessity of regular church attendance, chastity before marriage and the sanctity of the home.

Were these really the same young people who had expressed deep doubts about the relevance of the Church to their lives and to the modern world in answer to a questionnaire organized by the Catholic Church for the Pope's visit? "I don't want a ready-made church or a church which dominates the world like a sky-scraper. I want a church which we can build together," they wrote.

"Holy Father, speak to us of the Church, but not of the Church which you find in books, full of great thoughts, but rather of a Church which will help us to live our everyday lives. Why is it that we often understand so little of what the Church says?" "Holy Father, what would you do if you were us? Please, don't tell us what we mustn't do, but rather give us reasons for living. Is the future really wide open before us?"



The Pope kissing a young girl at Ars, near Lyons, yesterday during his visit to France. He prayed before relics of Saint Jean-Marie Vianney, the patron saint of parish priests.

so-called perfect men and women, but a gathering of reconciled sinners, moving toward Christ, with all those human weaknesses...

"Participate in it simply, actively, with respect for others, bring to it your music, but harmonize it with the concert of your brothers and sisters who are different from you... France was the eldest daughter of the Church... we still expect a lot from you, the young people of France."

An attentive silence descended as the Pope spoke and thousands of little flames from cigarette lighters pricked the darkness on the stands, dominated by a giant neon cross.

The Pope, who had arrived at 6.15pm, was scheduled to leave the stadium in time for a meeting at 8pm with priests and nuns at the Basilica of La Fourviere on the other side of the town. But the young people would not let him go and it was nearly 9pm before he disappeared, clearly delighted by his reception.

ARS: The Pope arrived here yesterday for a day of prayer and meditation centred on the traditional role of the parish priest in the French Roman Catholic Church (Reuter reports).

Oslo sets record £24 billion budget

From Tony Samstag Oslo

Norway's minority Labour Government yesterday disappointed political opponents and currency speculators when it unveiled a record 263.6 billion kroner (£24 billion) budget for 1987 containing few of the draconian measures that had been rumoured.

The package contained a predictable range of price increases on goods and services from alcohol to postage and electricity, a complex series of tax reforms aimed at high wage earners and an exhortation to cut runaway consumer spending.

Mr Gunnar Berge, the Finance Minister, said last year's collapse in oil prices from \$30 to \$14 a barrel had turned Norway's 25.6 billion kroner balance of payments surplus in 1985 to a deficit that would exceed 43 billion kroner next year.

The Central Bank last week was forced to intervene in a run on the kroner, selling almost a billion dollars to support it against rumours of devaluation. The new Government of Mrs Gro Harlem Brundtland devalued by about 12 per cent almost immediately it took office in May after the collapse of a centre-right coalition

Anger at 'Buy American' Bill

Europe-US trade truce threatened

From Richard Owen, Brussels

The fragile truce in the trade war between Europe and the United States received a jolt yesterday when the EEC threatened to retaliate against a planned "Buy American" policy by the Pentagon.

The spokesman for the EEC Commission said that if the "Buy American" Bill now going through Congress became law, the Twelve would hit back by suspending some provisions of Gatt (General Agreement on Tariffs and Trade) and cutting down on European government purchases from the United States.

In July the EEC and the United States averted an all-out transatlantic trade war by reaching interim agreement on agricultural quotas following Spanish and Portuguese entry into the EEC, which Washington claimed had hit its exports to Europe.

This was followed by an agreement on steel quotas, and the new-found transatlantic amity was cemented at the recent opening of the new Gatt round in Uruguay.

The Bill, which has caused renewed concern in Brussels, passed its first hurdle in the American House of Representatives in August, but EEC officials had been hoping it would stop there.

Proposed by Congressman James Traflet, a Democrat from Ohio, the Bill is designed to give American defence industry firms a competitive edge and reduce America's huge import bill.

It requires the Pentagon to award contracts to American firms, provided at least 50 per cent of their products are manufactured within the United States and provided their bids are no more than 5 per cent higher than foreign bids.

Officials said purchases of military hardware provided for under Nato standardization policies were not at risk, but European firms would lose valuable contracts for the supply of clothing, electronics, foodstuffs and other goods to the American military.

A second measure, proposed by Congressman Leon Panetta, a Democrat from California, specifically obliges the Pentagon to prefer American to foreign food imports, and a third proposal in the Senate obliges the Pentagon to buy only American ball and roller bearings.

EEC officials said the Commission regarded these measures as flagrantly protectionist and had written to the State Department in Washington to warn it of the consequences.

Kohl's party prepares for display of serenity

From John England, Bonn

Chancellor Kohl of West Germany and his Christian Democratic Union (CDU) gathered in Mainz yesterday to prepare for a pre-election conference that will be most notable for its serenity.

Mainz is famous for its annual Carnival of fun and buffoonery. But there will be none of either in the Rheingoldhalle congress centre, where nearly 800 CDU delegates will meet today and tomorrow, even though the party's slogan for the federal election on January 25 can be translated as "Carry on Germany".

The delegates will be on their best behaviour to present a picture of sobriety, earnestness and unity befitting a party born to rule again. The first two virtues fit easily around its shoulders, and the latter is not in serious question at present.

While there are some undercurrents of dissatisfaction with Herr Kohl's leadership, or alleged lack of it, there are no obvious ripples on the pool of party tranquillity.

Cheered by recent opinion polls and a further drop in unemployment figures in

September, it scents another election victory.

One poll last week gave the CDU and its coalition partners, the Christian Social Union (CSU) of Herr Franz Josef Strauss, and the Free Democratic Party (FDP) of Herr Martin Bangemann, a combined vote of 53 per cent.

Herr Strauss, however, has irritated the CDU by announcing that his party will enter the campaign with a separate programme.

The CDU sees the move as a tactical ploy by Herr Strauss, who, as Bavarian Prime Minister, faces a state election on Sunday, to improve his "profile" and take yet another sideswipe at Herr Hans-Dietrich Genscher, the federal Foreign Minister and FDP member, whose post he is said to covet.

Local council elections in Lower Saxony on Sunday brought losses for the CDU and FDP, and gains for the Social Democrats and the Greens.

The CDU dropped 4.2 per cent of the total vote to lose its absolute majority, but with 46 per cent it remain the strongest party.

MPs plan Timor trip

By Nicholas Beeston

British and Australian MPs yesterday applied to the Indonesian Government for permission to visit the troubled territory of East Timor, after allegations of human rights violations by Amnesty International.

Lord Avebury, the chairman of the British Parliamentary Human Rights Group, and another British parliamentarian, yet to be named, are hoping to visit the island in January before elections due there in July, 1987. A previous application

made by the group was rejected by the Indonesian authorities in 1982.

Lord Avebury said yesterday: "We want to see for ourselves what are the conditions of the people today and make our own inquiries about the violation of their human rights, including the right of self-determination."

East Timor was occupied by Indonesia in 1975 after the territory's inhabitants declared independence from Portugal. A guerrilla war against the occupation has continued ever since.



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West unhappy about medical plans

Red Cross urged to win access to Afghanistan's prisoners

From Michael Hamlyn, Delhi

The International Red Cross is negotiating with the regime in Kabul to open a series of medical facilities to treat victims of the struggle between the armed forces of Afghanistan and the Mujahidin guerrillas.

ducting negotiations over medical facilities through the local Red Crescent Society and/or access to prisoners with the Afghanistan Foreign Ministry.

Government side in a similar way to that in which they help the victims across the border in Pakistan.

would be allowed the opportunity. Medical facilities for treating the Afghan wounded are primitive and overcrowded and equipment given by communist countries has a history of not working well.



Cattle waiting to be rescued from the roof of a house in Scott, Kansas, where they had swum after being released when floodwaters threatened the barn in which they were housed.

Philippines battles its political warlords

From Keith Delson, Manila

Some 262 armed groups, including private armies and criminal gangs, operate throughout the Philippines, a police officer said yesterday.

"Half a dozen" private armies of local political warlords continue to operate in rebel-infested areas of the country, most of them unofficially established and armed by the ousted Marcos regime as auxiliary anti-communist fighters, Major-General Renato de Villa, the Philippines Constabulary chief, said.

He told a press conference here that the estimated 9,200 gang members and private soldiers have a total arsenal of 11,300 firearms. Some 8,400 weapons have been seized in military raids ordered since President Aquino took power in February.

Communist urban guerrillas in Manila have killed seven policemen in arms gathering operations. Four armed clashes have occurred so far this year, he added.

Presidential living: Three guesthouses and a beach resort owned by former President Marcos have been opened to the public and Filipinos can now experience the thrill of living in a presidential guesthouse even just for a while, the Deputy Tourism Minister, Mrs Marzelina Lim, said (Reuters reports).

For \$10 (£7) curious Filipinos can sleep in the holiday bed of Mr Marcos, while for a dollar they can swim for an hour in his Olympic-size swimming pool.

DAVAO: Five armed men surrendered here yesterday after holding 27 members of four wealthy Filipino-Chinese families hostage for 10 hours. (AFP reports).

A new export from Japan Plan to move out old people

From David Watts, Tokyo

Japan may soon be offering the world a new export - its retired pensioners. If a scheme being promoted by the Ministry of International Trade and Industry goes forward, retired Japanese could be settling abroad in the 1990s.

The Ministry has high hopes for the scheme, emphasizing that more and more Japanese are travelling abroad and 66 percent of executives and their families who live abroad would like to return to the more gracious living they enjoy there.

The idea, first mooted by a former Ambassador to Spain, has already got a favourable response from many countries and companies. But while Japanese retiring abroad

would take with them relatively high pensions to spend in less wealthy countries, with probably several years of active life ahead of them, the notion of retired people living abroad is motivated by the fact that in 25 years Japan will have the world's fastest-aging population.

At present there are 12.79 million (about 10.5 per cent) of the population over 65 and ultimately there will be only four "productive" adults for every elderly person.

Having some of the elderly move abroad would clearly ease the burden on Japan's inverted population pyramid but the idea of encouraging them to go, so they would no longer be a burden on the welfare system, has already brought criticism.

The project, nicknamed "Silver Columbus" to convey the potential explorers' sense of adventure, envisages retirement communities not populated entirely by Japanese. The Ministry aims to inaugurate the first retirement village by 1992.

But much will depend on detailed studies beginning next year with visits to some countries of southern Europe, Australia, New Zealand, Argentina and the United States, all of which have shown interest in the idea.

Most retired people would go armed with superannuation payments averaging yen 21 million (£91,000) and monthly pensions.

DeLorean trial jury is selected

From Paul Vailley, New York

The jury was selected in Detroit yesterday in the trial of Mr John DeLorean on 15 charges of racketeering, tax evasion and fraud connected with the financing of his car factory in Northern Ireland.

The prosecution alleges that Mr DeLorean took almost \$9 million (£6 million) raised from European and American investors for research and design on his gull-winged sports car and spent it on other business ventures.

Mr DeLorean is being defended by the lawyer who successfully defended him against charges of cocaine-dealing in California in 1984.

Ershad bans poll demonstrations

From Ahmed Fazl, Dhaka

President Ershad of Bangladesh yesterday banned public rallies and demonstrations opposing the October 15 election as leading political parties prepared to mount a country-wide campaign for a boycott of the polls.

President Ershad, aged 56, who is attempting to become the country's third directly-elected president in seven years, warned newspapers against publishing anti-poll reports. Violation of the ban is punishable by seven years in jail under a new martial law regulation.

The ban to curb dissent came amid a threat by the opposition, which is calling the election a "farce" to organize a general strike on voting day. Rallies have also been planned for October 13.

Last Sunday Sheikh Hasina Wazed, chief of the Awami League-led eight-party Alliance, said she was prepared to meet "violence with violence" if she was pushed to a corner.

The Alliance, which controls about 100 seats in the 330-member Parliament, planned to move an impeachment motion against the military ruler when the House reconvenes.

With leading political parties outside the race, President Ershad, who is assured of a victory, said yesterday that he would end martial law after the Parliament approved his four-and-a-half-year-old military rule.

The President asked his supporters to ignore the opposition boycott and vote on October 15.

Paper reappears: The Bangladesh Observer, a leading English language daily newspaper, closed since June by a dispute between management and workers that sparked a nationwide strike, reappeared yesterday (Reuters reports). Six other newspapers which stopped publication during the walkout by more than 5,000 journalists and print workers were still not on the streets even though the strike ended last Saturday.

Peasants not for socialism

Sandinistas scrap farming blueprint

From Alan Tomlinson, Managua

Political pressures, economic woes and cultural resistance to change have forced the Sandinista Government to tear up its revolutionary blueprint for transforming the Nicaraguan countryside.

The Government has abandoned its drive to press a backward peasantry into giving up wasteful and unproductive individual forms of agriculture in favour of co-operative farming.

State farms and production co-operatives have been the cornerstone of Sandinista strategy to socialize agriculture and, at the same time, to politicize the rural masses.

Honouring a pledge to hand over the land to those who work it as a fundamental means of redistributing wealth, the Government has parcelled out more than four million acres of cultivated land to formerly landless peasants.

However, an agreement to organize themselves into co-operatives where members pool their land, work, produce and profits and share technical and financial help from the state, has been virtually a condition for receiving titles to land confiscated or purchased from big landowners.

Over the past year and a half, all this has gradually given way to a new priority: securing the political loyalty of the country folk. This has meant giving them land with no strings attached.

Previously, two-thirds of land acquired by the state was turned into state farms and co-operatives; more recently, as much as 95 per cent has been distributed to individuals.

One of the most powerful reasons for the change has been that US-backed Contra rebels have persuaded peasants that under socialism they do not really own the land.

The Sandinistas have had to counter this sort of propaganda by actions rather than words. With the war likely to be prolonged following the approval of more US aid to the Contras, Managua can ill afford to allow the rebels to build a social base on native peasant scepticism.

Government opponents believe that the rural resistance to co-operative farming goes much deeper than mere politics; they say the Sandinistas

have tried to impose something alien to the peasants' very nature.

"Our people are individualistic," said Señor Rendo Diaz, a prominent private businessman. "Each one likes to be his own boss and does not like to work with other people."

At the July 19 Co-operative near Matagalpa, the farm co-ordinator, Señor Denis Rivas, seemed to confirm this analysis when he explained why he and his partners had decided to dissolve their co-operative.

"Quite simply, we weren't working well together. By remodelling the co-operative into individual plots, each man works the way he wants and plants what he thinks best."

It is a fact of life the Sandinistas have apparently come to accept. Despite the rational arguments for pooling scarce material and financial resources through co-operatives, farm production has steadily fallen.

The Government puts most of the blame on the war for the resulting food shortages, yet admits that the working day has eroded to an average of only four hours in some rural areas.

"What we have seen is that we cannot impose co-operatives," said Señor Daniel Núñez, president of the Farmers' and Cattlemen's Union, which has staunchly supported the Sandinista rural programme.

Nevertheless, the Government's belated change of course does not signify the total abandonment of its plans to socialize the countryside.

The Sandinistas are pressing ahead with model co-operatives in some of the country's most fertile valley areas, hoping to win people over by example.

"For underdeveloped countries like ours, the co-operative is obviously the solution, to rationalize material resources and state support services," said Señor Alonso Porras, Vice-Minister for Agrarian Reform.

"However, not all the peasants are convinced of this. But as they see co-operatives mechanize production and get a higher standard of living, they will want to be organized."

Rhino poachers killed

From A Correspondent, Harare

The carnage of poachers and black rhinoceroses continues in Zimbabwe's northern Zambezi valley, where Zambian-based gangs are threatening to wipe out Africa's last viable wild population of the species.

Police reported that two poachers died in a gun battle with game rangers and security forces last week, bringing to four the number killed in September. The men were carrying the horns of 10 rhinoceroses, each one worth up to £10,000 on black markets in the East.

They were equipped with communist-manufactured Kalashnikov AK 47 assault

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Kremlin negotiator in Peking for ninth bid to heal Sino-Soviet rift

From Robert Grievs, Peking

Mr Igor Rogachov, the Soviet deputy Foreign Minister, has arrived in Peking for the ninth round of normalization talks between Moscow and Peking.

The talks, begun four years ago, aim to heal the diplomatic and ideological rifts between the two communist superpowers that date back to the early 1960s.

The negotiations to date have proved unsuccessful. The last round was in Moscow in April.

The new round coincides with the visit to China of Mr Caspar Weinberger, the US Defence Secretary from October 7 to 11, and as Mr Mikhail Gorbachov, the Soviet leader, meets President Reagan in Reykjavik, Iceland, on October 11 and 12.

Mr Rogachov, aged 54, reportedly a close associate of

Mr Gorbachov, speaks fluent Chinese and is the former head of the Soviet Far East Institute. He will meet Mr Qian Qichen, the Chinese deputy Foreign Minister.

When he arrived at Peking airport, Mr Rogachov said that the talks would centre on proposals made by Mr Gorbachov in a speech at Vladivostok in July and on preparations for the Sino-Soviet border talks beginning next year.

He said Soviet relations with China were "getting better year by year".

In his speech Mr Gorbachov offered to withdraw most of the 60,000 Soviet troops in Mongolia, some troops from Afghanistan, and a "substantial number" of troops from the 4,500-mile border.

Chinese officials have re-

iterated that they cannot re-establish normal relations with Moscow until it removes all its troops from Afghanistan and the Siberian-Manchurian border, and withdraws support from the Vietnamese occupation of Cambodia.

Last week, two officials of the Chinese Communist Party Central Committee Liaison department said that party-to-party relations could not be restored until the Soviet Union had removed the three main obstacles to normal diplomatic relations.

China is seeking to establish party-to-party ties with Poland, East Germany and other Warsaw Pact countries, reportedly with Moscow's tacit approval.

Mr Rogachov said that he was not certain whether the issue of Cambodia would come up at the talks.



Mrs Nancy Reagan, with the pianist Vladimir Horowitz, making light of her fall from the podium at a White House concert as President Reagan joked about the incident.

Peace issue could prove prickly for nation's double act

In the second article in his two-part series, Ian Murray examines from Jerusalem the forthcoming handover of power from Mr Shimon Peres to Mr Yitzhak Shamir.

One evening last week an angry crowd in Ashkelon booed and jeered Mr Shimon Peres as he tried to make himself heard. They were angry that he was naming a mosque after the Arab king, Muhammad V of Morocco, the day after a Jew had been stabbed to death by an Arab in Gaza.

"Peace was built on love of the land, and not on hatred of the Arabs," the Prime Minister shouted back. "Peace will not be murdered."

Peres has nevertheless proved elusive despite the determined search for it by Mr Peres during the two years he has been at the head of the national unity Government. It threatens to be at least as elusive under the headline Mr Yitzhak Shamir when he succeeds Mr Peres this week. It remains the one issue capable of bringing the unity Government down.

In its first two years the Government has two major achievements to its credit. It has brought down to a respectable 20 per cent an inflation rate so high that new car prices sometimes had to be marked up twice a day. It has also succeeded in all but pulling out of Lebanon without any apparent increase in security risks along the northern border.

Beyond these two obvious achievements, on which Mr Shamir is pledged to build, there has been patchy progress in the search for peace, which remains the dominant argument across the spectrum of Israeli politics.

In an effort to break the deadlock Mr Peres has been extremely active in his last few weeks as Prime Minister. He arranged summits with King Hassan of Morocco and President Mubarak of Egypt. He continued unofficial and secret contact with Jordan. He suggested negotiations might continue in an international conference - a phrase which infuriates Mr Shamir.

It seems certain that in his new role as Foreign Minister Mr Peres will do his utmost to build on the work he was doing as Prime Minister and try to find a way of bringing Jordan to the negotiating table.

It is a near impossible task, even if he can persuade Mr Shamir to accept the idea of some kind of international conference in which negotiations would take place.

The reason is that King Hussein is bound to be prepared to offer peace only in return for land - in the same way President Sadat did before Camp David. But Mr Shamir has already served notice that he will not even consider this.

"The unity Government has no choice but to give a single answer to these plans: an absolute and clear 'no'. These are not peace plans. It is not

the peace that we prayed for. This will not be perdition and disintegration. The unity Government cannot become a withdrawal government."

Mr Shamir wants peace but he is only prepared to offer peace in return. A poll last month showed a hardening of attitudes among those who support him in trying to negotiate without making any territorial compromise.

"There is no reason in the world that will obligate Israel to cede and cast off its chief assets and the basis of its security," he said last month. "We have prodigious strength, we have powerful and faithful allies and above all we believe in the justice of our path."

Mr Shamir might just bend in order to survive. "Usually I adhere to the rule that the goal is a permanent and stable thing while you have to be flexible regarding the means," he said recently. He might decide to let Mr Peres have his head in such perilous negotia-

The Israeli handover Part 2

tions as the best means of discrediting his rival.

Throughout the next 25 months both men will be carefully circling each other, like two boxers afraid to attack for fear of the consequences. Both will try to exploit their position to win popularity at the expense of the other. Both will have to be very careful.

For all the rhetoric they both must know that bringing down the Government would be political suicide.

Despite the personal popularity he gained in office, Mr Peres failed to improve the standing of the Labour Party. Mr Shamir is unlikely to do any better for the Likud. The public wants the coalition Government to get on with its job and would almost certainly vote against any party seen responsible for bringing it down.

There is also one banana skin which could endanger either or both of them. This is the so-called Shin Bet affair. A police investigation into the murder of two Palestinians by the counter-intelligence agency is now with the Attorney General.

The inquiry also looked into allegations that Mr Peres was involved in a cover-up before two official inquiries into the killings. If the Attorney General decides they must prove their innocence before the court, both men could fall and bring the Government down with them.

As in so many things the two of them are in this together. Like it or not - and essentially they do not - the Shamir-Peres double act seems destined to last at least another two years.

Concluded

Chileans reject political violence

Santiago (Reuters) - Chileans reject anti-government violence but also condemn the tough response by the nation's military to its opponents, an opinion poll published at the weekend revealed.

More than 66 per cent of those questioned opposed the use of a "state of siege", according to the poll.

The survey, by a research body linked to the Catholic Church, was carried out in June before the Government imposed the emergency measure last month after an assassination attempt on President Pinochet's.

Of those questioned in Santiago, 94 per cent rejected bomb attacks against the military Government, while 89 per cent opposed the downing of power-lines which often accompany protests.

Those polled were strongly critical of government reaction to opponents, with 82 per cent condemning the beating of demonstrators or the use of teargas and water cannons to contain protests.

THE MOST EFFICIENT WAY TO TRANSFER MORE POWER TO ROAD. AND MORE PROFIT TO BALANCE SHEET.



THE NEW MERCEDES POWERLINERS.

THE ADVANCES MADE IN THE NEW HIGH POWERED MERCEDES ARTIC TRUCKS ARE NO MERE COSMETICS - THEY ARE IN THE VERY HEART OF THE MACHINES. THE RESULTS ARE SIGNIFICANT INCREASES IN POWER OUTPUT AND REDUCED FUEL CONSUMPTION TO GIVE BETTER JOURNEY TIMES AND LOWER TRANSPORT COSTS.

UNSURPASSED RELIABILITY AND ECONOMY

THE INNOVATIVE ENGINEERING FOUND THROUGHOUT THESE NEW MERCEDES 38 TONNE TRACTOR UNITS TRANSLATES INTO REAL AND TANGIBLE SAVINGS, WHICH IS WHY EVERY LONG HAUL OPERATOR MUST SERIOUSLY CONSIDER THEM. THE NEW MERCEDES POWER TRAINS ARE UNDERSTRESSED. A GENEROUS 14.6 LITRES OF ENGINE CAPACITY MEANS THE POWERLINERS ARE ALWAYS ON TOP OF THEIR JOB, AND IMPROVED COMBUSTION TOGETHER WITH MANY OTHER TECHNICAL REFINEMENTS RESULTS IN POWER UNITS WHICH ARE UNIQUELY EFFICIENT AND EXTREMELY RELIABLE. WITH LOW MAINTENANCE REQUIREMENTS AND MORE TIME ON THE ROAD, THE FINANCIAL BENEFITS IN OPERATING THE NEW MERCEDES ARE VERY REAL.

THE INTEGRATED POWER TRAIN

IN THE NEW MERCEDES: THE TRANSFER OF POWER AND TORQUE FROM

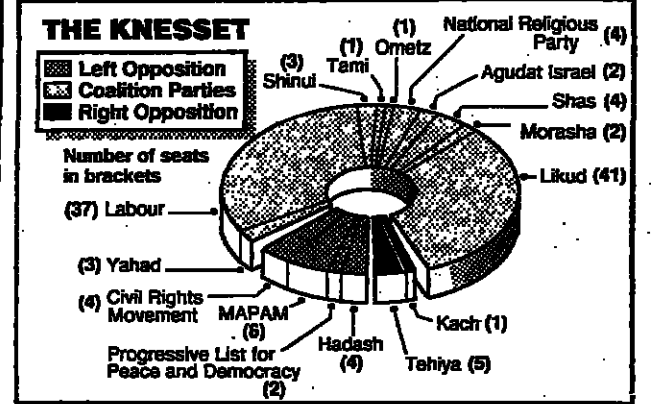
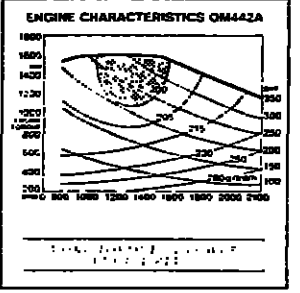
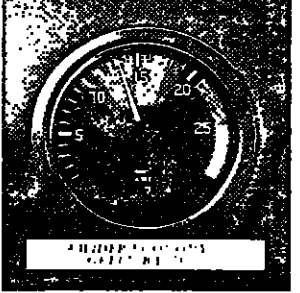
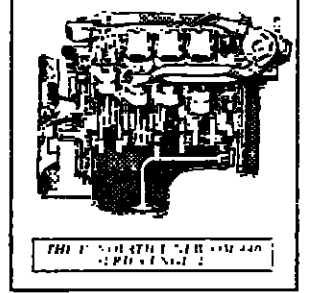
ENGINE TO ROAD IS ACHIEVED WITH MAXIMUM EFFICIENCY. THIS HAS BEEN ACHIEVED BY CLOSELY MATCHING THE THREE KEY COMPONENTS - ENGINE, GEARBOX, AND REAR AXLE - TO PROVIDE SUPERB ACCELERATION AND HIGHLY EFFICIENT HIGH SPEED CRUISING WITH MINIMAL STRESS AND REDUCED FUEL CONSUMPTION.

THE ELECTRONIC POWER SHIFT

NOW THE MERCEDES DRIVER HAS E.P.S. GIVING HIM ABSOLUTE CONTROL OF HIS GEARS. E.P.S. IS POWER OPERATION OF A MANUAL GEAR BOX, AND WITH PNEUMATICS SUPPLYING THE MUSCLE, SHIFTING IS ACHIEVED WITH ONE FINGER. A DASHBOARD DISPLAY ALWAYS SHOWS WHICH GEAR IS IN USE. E.P.S. CAN ALSO HELP BY SELECTING THE IDEAL GEAR FOR ANY ROAD AND ENGINE SPEED SITUATION, AND CAN PREVENT SELECTION ERROR AND ANY SUBSEQUENT OVER-REVVING.

THE MERCEDES PLUS

ON THE ROAD, THE FULL RANGE OF MERCEDES BACK-UP AND SUPPORT SERVICES IS BEHIND THE POWERLINERS ENSURING THAT EVERY OPERATOR GETS MAXIMUM RETURN ON INVESTMENT. FINALLY, THE NEW MERCEDES INCORPORATE SOMETHING AVAILABLE FROM NO OTHER MANUFACTURER: THE INCOMPARABLE BANK OF KNOWLEDGE GATHERED IN OVER 100 YEARS OF MOTOR VEHICLE MANUFACTURE.



Canada wins UN medal for refugees

Geneva (AP) - Canada was awarded yesterday the United Nations-sponsored Nansen Medal for its open door policy towards refugees from all over the world and support of official and private aid programmes.

M Jean-Pierre Hocke, UN High Commissioner for Refugees, announcing the award, said: "Canada has generously welcomed an increasing number of refugees" and cited Canadians for "outstanding achievements" in helping immigrants fleeing persecution.

It was the first time the award went to an entire people since its creation in 1954.

In 1979-1984, Canada received 129,000 refugees, who made up 23 per cent of all immigrants. Canada ranks second among industrialized countries in number of refugees received as a proportion of population.

Missionaries drown in Lake Victoria

Kampala (AP) - Three European missionaries - a Roman Catholic priest and two nuns - are presumed to have drowned after their small boat capsized in Lake Victoria, the Italian Embassy said yesterday.

Another Catholic missionary in the boat, Mr Karl Kallin of Switzerland, reached the Ugandan shore after a five-hour swim when the boat overturned on Saturday.

A search was under way for the bodies of those missing: the Rev Christian Van Kassel of The Netherlands, Sister Beatrice Alarcia of Spain and Sister Ausilia Urgeghe of Italy.

All worked in Kampala. According to Uganda radio, the boat capsized as the missionaries struggled to remove a fishing net entangled with the outboard engine.

The lake is bordered by Uganda, Kenya and Tanzania.

Talks on athletes' fate

Seoul (Reuters) - South Korea negotiated with Iraqi diplomats yesterday on the fate of four Iranian athletes who disappeared shortly before they were to return home from the Asian Games on Thursday, police sources said.

A police officer said that he understood the four, all weight-lifters who took part in the Seoul Games which closed on Sunday, at one stage went to the Iraqi consulate in Seoul.

He could not immediately confirm whether the Iranians were still at the consulate. Iraqi consulate officials have declined to comment.

The South Korean authorities have remained silent on the matter for five days amid persistent rumours that the weight-lifters were seeking political asylum in Iraq.



METICULOUS ENGINEERING DOESN'T COST YOU. IT PAYS YOU.



هناك من الاعلى

MILAN FASHION by Suzy Menkes

Trapeze acts

Italy's designers have turned the Dynasty silhouette on its head, giving skirts a whirl and reviving the trapeze line

Milan, Monday: Designers are raising the waist and the fashion temperature. Italy's capital of style, which used to shoot from the hip, has come up with a different silhouette. Broad shoulders are narrowing, trousers and skirts are flaring out and the newest dress is the tender trapeze.

Gianni Versace and Romeo Gigli both stole the show on the opening day. Versace's message came on strong from the start, as the panther-like Somali model in an ultra-long fitted jacket over wide mid-calf trousers. Versace, maestro of the slinky wrap dress, had loosened up as short skirts swirled out from under the hip-hugging jacket or whirled from the waist.

The spinning skirts of feather-light organza in a clean black and white print were delicious. Equally fresh were a trapeze in fine white linen, dresses with raised waists and cropped boleros that drew a gentler A-line.

There were masses of other ideas from the designer: girlish gingham evening dresses or slinky gowns slashed across the back to show undulating flesh; wrapped gold lame tops teamed with the new cropped pants or bold swimsuits with padded shoulder straps and sinuous metal mesh dresses fringed in silky jersey.

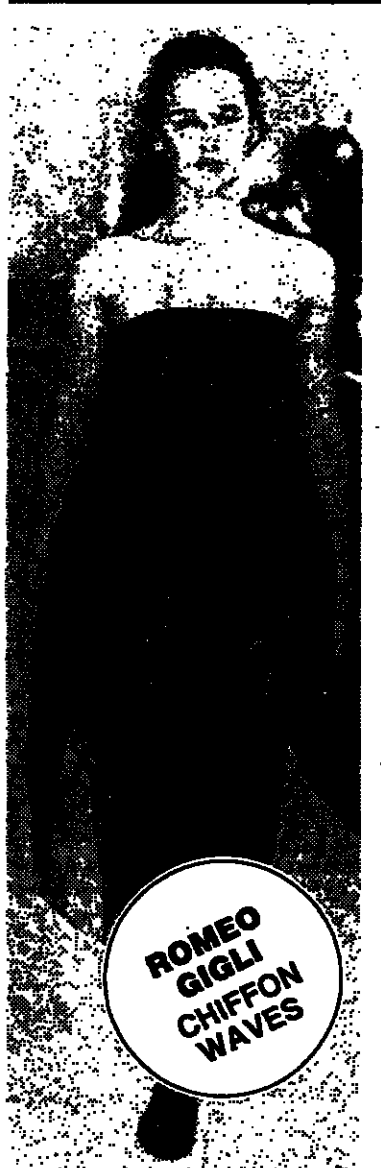
Romeo Gigli's models and clothes are as innocent as Versace's are sophisticated: pale Modigliani faces and sweet madonna smiles above dresses of medieval simplicity. Even when a high-waisted jersey dress outlines the breasts or a sarong skirt splits at the thigh, Gigli's penitents seem unaware of their curves.

The basic Gigli line - little-changed since last season - is the bare-shoulder sweater in sludgy colours above a slim wrapped skirt, or a long curving tunic jacket over narrow pants. Colours are mostly dark, from plum to aubergine.

New was the emphasis on the high-waisted cotton jersey dresses, chaste schoolgirl swimsuits and cowwebs of lace swaddling a strapless bodice or looped into a sarong skirt. Peach and primrose yellow - for the jersey dresses or for cropped bolero cardigans - fit up the sombre palette. The effect was charming, and moving, but humourless.

Karl Lagerfeld was full of his celebrated wit in his summer collection for Fendi. He had a triumph with the trapeze, scooping white denim into panels as a "princess" dress that flared out into a swirly skirt from a narrow shoulder line.

Other Lagerfeld fun, in a young and chirpy collection, was a Spanish Carmenita look that is popping up all over Milan. At Fendi that meant lace sarongs wrapped around high-cut black swimsuits and tiers of ruffled denim strictly for the junior market. The more grown-up look was



MILAN PEOPLE

Picture story



Gianni Versace (above) told me that he has learnt a lot about his work from preparing his forthcoming Paris exhibition. The retrospective show of Versace's opulent photographic images, which includes work by fashion photographers Bruce Weber, Irving Penn, Avedon and David Bailey opens next week at the Palais Galliera. Gianni says that he finds Penn's images the strongest, but Weber interpreted the style best. Last year Versace, who next week receives the Grande Médaille de Vermeil for services to fashion held his fashion show at the Victoria & Albert Museum in London. Next year the V & A will host a retrospective exhibition of the work of the Florentine family of Salvatore Ferragamo, best known for their super fine leather.

Drawing book

Anna Piaggi, (below) muse and inspiration for Karl Lagerfeld, told me that the sumptuous book of Karl's drawings of her will be launched in London next month. The Italian fashion doyenne, striking a characteristically flamboyant note in a choker and matching handbag of linked piano keys



by costume jeweller Ugo Correggiani, has been sketched in hundreds of poses and antique costume outfits for the book. Clare Rendlesham, who owns the Lagerfeld shop in London, stages a high profile party for Anna and Karl on November 12.

Shop around

Giorgio Armani's store is his castle. He tells me that his newly opened Emporio in Milan - which forms a gallery round a central courtyard - is the first of a chain of shops throughout Italy and (soon) in the US and England. Meanwhile Soprani, is launching his new Milan store tonight. He is now backed by a Japanese company.

Parisian chic, with sculpted tunic jackets and the shortest, tightest skirts in town.

Swing and cling was the message at Byblos: Spanish ruffles from the hips swinging out on the runway to the beat of the cha cha. Quiet tobacco browns and a strong group in filled blue denim calmed down the fancy dress element in the tiered swirling skirts that were almost entirely mid-calf. New were baby doll trapezes over long ruffled

skirts and cape backs on skinny dresses to give a sense of fit with movement.

The empire line struck back at Mario Valentino, the leather house whose skins are as supple as cloth. Designer Versace showed shifts with long or short hemlines, all belted under the bust to give the new silhouette. Blue was the dominant colour in a collection notable - in a season of wild frills - for its simplicity.

One of the messages of this Milan is that skirts are long by day and short for night. Marriecia Mandelli of Krizia, who usually has a hard-edged sexiness, had softened all her lines, with mid-calf pleated skirts or wide culotte trousers under a fitted collarless cardigan jacket as her strongest line.

She calls her flirty skirts in narrow tiers - or a fitted riding coat flaring out at the hem - her "umbrella" line.

Short taffeta boule skirts and long handkerchief point chifon were both fresh evening looks in this confident collection.

Although the clothes are mixed and the message varied, this is a very up-beat Milan. Missoué showed a vigorous collection of their distinctive prints and vivid colours from sunshine orange to fuchsia. Patterned dresses swirled from the shoulders to the knee or swung over slim short

skirts. The fullness was controlled for tubular knits in a striking print of writhing snakes and for ankle-length tube skirts.

Here, as elsewhere, fabric fluffed out in ruffles, was held in to a high waist with a tube of ribbed knitting or just burst out into a circular hem with refreshing exuberance.

Suzy Menkes reports from Milan on Armani, Ferré and Soprani on Friday

Photographs by Harry Kerr

How to go on a Continental shopping spree for just £5

A special Times offer for a bargain one-day trip across the Channel. Robin Young gives his tips on the best specialized shops to visit

Unlike Britain, French and Belgian towns are replete with small shops which specialize in providing the very best of particular foods and products. Here is a guide, port by port, to the best specialist shops in each town.

Boulogne Indisputably the best of the Channel ports for shoppers, with excellent shops grouped close together in the lower, modern part of the town. The best are Philippe Olivier's cheese shop in rue Thiers.

Andre Lugand's patisserie at 9 Grande Rue, and the Derrien charcuterie at number 1. Olivier's Fromagerie at 43 rue Thiers supplies many of the south-east's best restaurants, and there are more than 200 varieties to choose from.

Lugand's cakes and pastries are more expensive than most of the rivals, but their cakes, chocolates and marrons glacés are made with finer ingredients and more skill.

Derrien similarly stands held and shoulders above the town's other charcuteries, with, among others, pâtés and ballotines, trotters and tripe, black and white puddings and stuffed snails.

The best bakery is Demarchez, at the corner of rue Thiers and Faidherbe, though excellent loaves also come from wood-fired ovens at Delfosse in the rue de Lille up in the old town. Other Boulogne shops worth special recommendation are Contesse du Barry (gourmet foods) and Idriss (dried fruits and nuts) in Grande Rue; La Maison de Fleurance (honey etc) in rue Coqueville; Berger du Nord and Anny Blatt (wools and handknits), and Passiflore



(herbs, spices and soaps) in rue Faidherbe; Magaine (silk lingerie), Descamps (linens), Bally (shoes) and Cafés Rousseaux (fresh roast coffee) in rue Thiers; and Sabine (hand-painted silks) and Vanheekhoet (kitchenware) in rue de Lille.

Calais. The town has two centres. In select and coastal Calais Nord you will find the best cheese shop at 1 rue Andre Gerschel; a reasonable patisserie (R. Cousin) and charcuterie (Bellynok), Coffin (coffee), Leonidas (Belgian chocolates), Classe (gifts and elegant tableware), Descamps (linens) and boutiques, all in rue Royale.

In Calais Sud, Boulevard Jacquard has A la Sole Berckoise for fish, Lablanche for charcuterie, La Chocolaterie for chocs, Aux délices du Calais for cakes, Fonteyne for silk lingerie and Anny Blatt for wools. Boulevard Lafayette is worth hiking to for Au Fin Bec (cheese), L'Huitrière Calaisienne (seafood), Cupillard (cookware), Au Sphinx (leather), A l'Anneau d'Or (designer accessories) and Pastel (gifts).

Ostend The best cheese shop is Kaas Godelieve (Witte Nonnenstraat). Leonidas (cheaper) and Godiva (better) have chocolate shops in Kapellestraat, but the sweets at Jacques Confiseur in Adolf Buylstraat are home-made.

Zeebrugge Best to drive on into Bruges (Brugge) itself, where Leonidas are in Sienstraat and Godiva in Zuid Zandstraat. (If you want Belgium's best chocolates, Corne Toisson d'Or, you have to go to Knokke). The principal shops around Grand-Place include specialist lace shops.

This autumn, in conjunction with Townsend Thoresen, The Times is offering its readers away-days to France and Belgium for ridiculously low prices.

From Monday, October 20 until Sunday, November 30, you can take a trip from Dover to Calais, Boulogne, Ostend or Zeebrugge (or from Felixstowe to Zeebrugge) for £5 each plus another £5 for your car; however, if four or more of you travel together in a single car, the car goes free - so the cost of a trip for four and a car is just £20 (motor-cycles do not qualify). Townsend Thoresen are not affected by industrial action on ferry services.

The trips are perfectly timed for early Christmas shoppers. Calais, Boulogne and Ostend all have hypermarkets close by - and Bruges, within easy reach of Zeebrugge, is an excellent shopping centre.

Or you can simply spoil yourself. Boulogne has some of the best food shops in France and a bustling Saturday market. Calais, an ancient lace centre, is rich in architecture and harbour life. Ostend is a busy fishing port, Zeebrugge has a fascinating harbour and is near to Bruges, which is probably the best preserved medieval city in northern Europe.

A booking request form plus sailing details will appear in Thursday's Times. In addition, you will require three vouchers per booking. Today's voucher appears below; further vouchers will appear tomorrow and on Thursday.

Advertisement for 'Really Waterproof Raincoats' for men and women, available in three sizes. Price £28.25 (plus £2). Contact: THREE JAY (133) 9 The Precinct Broadstone Herts (0952) 442914/463947. WALK, CYCLE, FISH, SAIL? Send 2 x 17p stamps for colour brochure and samples (Price: J.B. Jermam)

Advertisement for 'THE TIMES special offer in association with TOWNSEND THORESEN'. Includes details of the offer, a coupon to request a voucher, and contact information for Townsend Thoresen.

Advertisement for 'SPECIAL OFFER SUSAN DUCKWORTH KNITTING KIT'. Includes a photo of a woman wearing a knitted garment, details of the kit, and contact information for EHRMAN KITS LIMITED.

Paying up and playing the game



Part 2: Boys' schools

Tomorrow's war will be won not on the playing fields of Eton, but rather in the computer rooms of Cheltenham or of Aylesbury. How

have the schools coped with the changes? In the second extract from their new survey, Amanda Atha and Sarah Drummond find that Britain's top 20 boys' schools, though still cloistered and class-riven, continue to provide an unrivalled all-round education

I was while visiting boys' schools that we came across the English class system charging on unchecked. Moleworth's comment in *Down with Skool* still holds good: "They saw what school you were going to. You saw well it is one of the lesser known public schools. It is called Grunts... To Eton for you I suppose? It is always Eton and jolly good luck to them."

much they hated it/didn't know it/disapproved. Fashions in schools do change, however, in the last century the Clarendon Commission listed the nine leading public schools as Charterhouse, Eton, Harrow, Merchant Taylors', Rugby, St Paul's, Shrewsbury, Westminster, Winchester. The list certainly would not look like that today.

Some of the more farsighted (nervous?) of the boys' public schools offer government-assisted (i.e. government-funded) places for bright but impoverished boys. The well-endowed boys' schools are in the lead in the setting up of Regional Action Groups — those secret establishments of resistance to the changes promised from a Labour government. We even heard sabre rattling from accountants, with rumours of buying properties abroad.

We found the quality of education in boys' public schools (i.e. fee paying, boarding) on the whole to be high. Such schools are excellent in mainstream subjects, especially maths, science, history, and often outstanding in unexpected extras such as fly fishing, saving oysters, declaiming Cicero or whatever the craze of the resident eccentric (such people are one of the great joys of English public schools).

Many masters are excellent, though sometimes suspect in specific areas (for example, a science master who can't spell, or a history master unaware of recent research on the battle of the Hellespont). They are dedicated in ways which go beyond all thought of Burnham or any other scale.

AMPLEFORTH COLLEGE

YORK
Vital statistics
Pupils: 704 boys; 674 board, 30 day.
Ages: 10-18; Roman Catholic; fee-paying.

Head: Father Dominic Milroy (since 1980). Thoughtful, pipe-smoking figure of dignity and calm in dynamic atmosphere. Like Eton, school is an effect run by a triumvirate: head, abbot and council of parent Benedictine monks.

Background and atmosphere: Founded 1802. Position in one of the loveliest valleys of Yorkshire — isolation is a boys' main asset. Discipline based on trust, individual conscience and confession — a heavy burden for the growing boy and has led to converts of old boys being "born middle-aged".

Remarks: For years unquestionably country's top Catholic school, but one or two parents would now disagree. For all its liberal ways, produces solid citizens with open minds on all things except religious matters.

AYLESBURY GRAMMAR

AYLESBURY
BUCKINGHAMSHIRE
Vital statistics
Pupils: 1,250 boys; all day.
Ages: 11-18; non-denominational; State.

Head: Mr K. D. Smith MA (since 1967). Hugely respected and popular head who in the 70s was in vanguard of successful battle to save Buckinghamshire's grammar/secondary modern system. His energy, enthusiasm, and attention to detail lie behind school's successful expansion.

Academic matters: Strong in virtually all departments, particularly applied science, thanks to head's

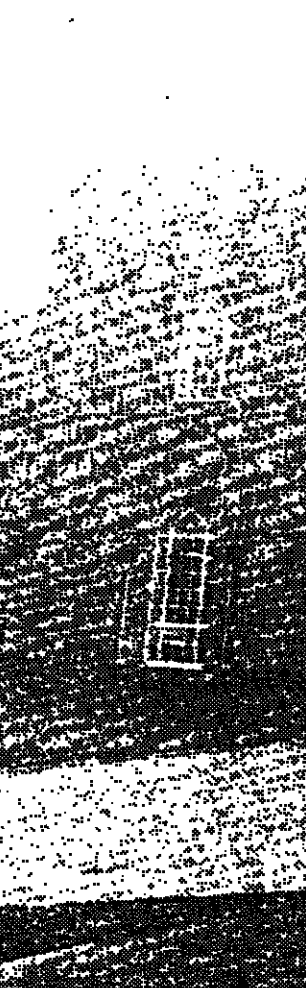
BRADFIELD COLLEGE

READING, BERKSHIRE
Vital statistics
Pupils: 491 boys, 5 girls (in Vth form); 453 board, 33 day.
Ages: 13-18; C of E; fee-paying.

Head: Mr P. B. Smith (since summer 1985). Very conscious of need to make more contact with the world outside. Gets across with parents who say they are looking at the place because they want "a gentle country school for their sons".

Academic matters: Not a very academic establishment. Consistent A level strengths are electronics, politics and economics (Sir John Nutt and David Owen are old boys).

Remarks: Bred a characterful, gritty chap. One of the best traditional public schools for boys who really cope with the real powerhouses.



Relaxed, forthright, capable: James Parker, High Master of Manchester Grammar — arguably, he says, "the most selective school in the country"

CANFORD SCHOOL

WIMBORNE, DORSET
Vital statistics
Pupils: 470 boys, 80 girls in Vth form; 420 board, 110 day.
Ages: 13-18; C of E; fee-paying.

Head: Mr Martin Merritt (since 1967). One of the finest in the business. Open-door headship — no one too fearful to enter. "Martin Merritt has made Canford into a well-run, efficient school that delivers the goods." Says approving parents. Spends much time talking to parents, staff, pupils.

Academic matters: Competent. They make pupils succeed at their own level, and help them to reach their potential. Five groups of 20 in each age group; suited for maths, French, Latin in day courses top 20 fast-movers are put together and the rest are divided alphabetically. "Better for the pupils, and we teach better too."

Academic matters: Straight A. Attracts very best teaching staff of very high calibre — higher than pupils. Strong physics department; electronics teaching could be as good as any in the country.

CHARTERHOUSE

GODALMING, SURREY
Vital statistics
Pupils: 639 boys, 67 girls in Vth form; 600 board, 70 day.
Ages: 13-18; C of E; fee-paying.

Head: Mr P. J. Attenborough (since 1982). Gentle, quiet, on the shy side. A somewhat taciturn, take-over head's first impression was lack of friendliness among pupils. Feeling was mutual: pupils still say they find him "difficult to talk to". Staff contrast to some of the very open Cambridgeshire staff.

Academic matters: Straight A. Attracts very best teaching staff of very high calibre — higher than pupils. Strong physics department; electronics teaching could be as good as any in the country.

CHELTENHAM COLLEGE

CHELTENHAM,
GLOUCESTERSHIRE
Vital statistics
Pupils: 529 boys, 40 girls in Vth form; 390 board, 178 day.
Ages: 13-18; C of E; fee-paying.

Head: Mr Eric Anderson (since 1978). Projects simple Scottish scholarship. Laceric is a tall, baldy, stately quality of discipline and ambition. Eton is ruled by triumvirate: head, provost (Lord Charteris of Amisfield), vice-provost. This provides checks, balances and stability and is a vital ingredient in school's steady successful performance.

Academic matters: Straight A. Attracts very best teaching staff; complaints limited to one or two specific masters/housemasters; aims to keep curriculum as broad as possible as long as possible.

Academic matters: Straight A. Attracts very best teaching staff; complaints limited to one or two specific masters/housemasters; aims to keep curriculum as broad as possible as long as possible.

ETON COLLEGE

WINDSOR, BERKSHIRE
Vital statistics
Pupils: approx 1250 boys, 1 girl; all board.
Ages: 13-18; C of E; fee-paying.

Head: Dr Eric Anderson (since 1978). Projects simple Scottish scholarship. Laceric is a tall, baldy, stately quality of discipline and ambition. Eton is ruled by triumvirate: head, provost (Lord Charteris of Amisfield), vice-provost. This provides checks, balances and stability and is a vital ingredient in school's steady successful performance.

Academic matters: Straight A. Attracts very best teaching staff; complaints limited to one or two specific masters/housemasters; aims to keep curriculum as broad as possible as long as possible.

GLENALMOND COLLEGE

PERTSHIRE
Vital statistics
Pupils: 190 boys, all board.
Ages: 12-18; Episcopal; fee-paying.

Head: Warden is Mr John Musson (since 1972). Believed "boys from 19th best within a disciplined framework". Admits to being strict, but also agrees that boys smoke occasionally. "You see a thin blue line from the shrubbery."

Academic matters: Not a good school for non-intellectuals (probably wouldn't get in anyway). Has held its reputation for years. Despite problems with getting staff to stay in remote location.

Academic matters: Not a good school for non-intellectuals (probably wouldn't get in anyway). Has held its reputation for years. Despite problems with getting staff to stay in remote location.

KING EDWARD'S SCHOOL

BIRMINGHAM
Vital statistics
Pupils: 700 boys. All day.
Ages: 11-18; C of E; fee-paying.

Head: Chief Master is Mr M. J. W. Rogers MA (since 1982). Secure in the knowledge that he is running a school for the intellectually above-average, he says: "Such centres of excellence as ours are also centres of innovation. Pupils are not just good; they are great."

Academic matters: All departments strong. Excellent staff can cope with the brightest of boys. No streaming here. Head says: "Why bother to create a bottom? It's a mentality for clever children?" By and large, 10/11 O levels are expected, leading to an average of 4 A levels.

HARROW SCHOOL

HARROW ON THE HILL,
MIDDLESEX
Vital statistics
Pupils: 750 boys, all board.
Ages: 13-18; C of E; fee-paying.

Head: Mr Ian Beer (since 1981). Most successful, to stop tide of disaffection which Harrow had been foundering on. Energetic former rugby international, slightly abrasive but considered good at PE. The sort of head who is going to bring out the best in his pupils regardless of their innate dooziness.

Academic matters: Improving. Fees rate at A level has risen. Traditionally strongest in history, English and maths.

Academic matters: Improving. Fees rate at A level has risen. Traditionally strongest in history, English and maths.

CONCISE CROSSWORD NO 1073

ACROSS	1 Open air meal (6)	2 Igible (4)	3 Cakes topping (5)	4 Normad (7)	5 Premature (8)	6 Scots hill (4)	7 Boyne Anniversary (11,3)	8 Goutlike mammal (4)	9 Go before (8)	10 Spanish punch (7)	11 Mid-leg joint (4)	12 Young deer (4)	13 American (6)
DOWN	1 Imbecile (5)	2 Flip (3)	3 Flamingo (13)	4 Evil spirit (4)	5 Argued (7)	6 1678 cooperator (5,3)	7 Tiny (5,3)	8 Wise men (4)	9 Ooze (5)	10 Mid-leg joint (4)	11 Smile (4)	12 Storage container (3)	

SOLUTION TO NO 1072
ACROSS: 1 Ditto 4 Crampoon 8 Ooze 9 Nervous 10 Contrary 11 Mince 13 Hippocampus 17 Ache 18 Specific 21 Bambino 22 Ar-
DOWN: 1 Deduce 2 Thorn 3 Overripe 4 Contraction 5 Aunt 6 Plateau 7 Narcus 12 Emaciate 14 Labyrinth 15 Gambit 16 Scurry 19 Fibre 20 Mimic

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KING'S COLLEGE

TAUNTON, SOMERSET

Vital statistics Pupils: 430 boys (50 girls in Vth form); 380 board, 50 day. Ages: 13-18; C of E; fee-paying.

Head: Mr James Batson (since 1989), super father-figure. Says: "I have a happy school. There is a genuine family feeling here, probably because we are not very rich. He feels a school should be judged not by the pupils in it now but by their success and happiness in 20 years' time."

Academic matters: Particularly nice staff. History and science strong. Classics and modern languages weak but overall the school is reasonably sound on mainstream subjects.

Games, options, the arts: One of the country's top rugby schools, also strong on cricket and hockey.

Background and atmosphere: School goes back to 13th century. Not an architectural glory, and views all round are of outskirts of Taunton.

The pupils: Large local contingent. Strongish army and navy element, also 75 children of surgeons or GPs. 25 non-nationals, 20 of them Hong Kong Chinese.

Bottom line: Fees: £1,815 per term boarding, £1,330 day.

THE KING'S SCHOOL

CANTERBURY, KENT

Vital statistics Pupils: 630 boys plus 90 girls in Vth form; 600 board, 120 day. Ages: 13-18; C of E; fee-paying.

Head: Canon Anthony Phillips (from September 1986), fellow and chaplain of St John's College, Oxford since 1975.

Academic matters: Economics and politics one of the strongest departments. History also strong, with over 200 awards to Oxford and Cambridge in the past 25 years. Science well catered for with 14 labs and an observatory.

Games, options, the arts: Music excellent, as it should be. Concerts are given throughout the year in the cathedral. Most promising musicians are taught by visiting professionals from London. Drama good, too. Magnificent new art room in converted 13th-century priory.

MARLBOROUGH COLLEGE

MARLBOROUGH, WILTSHIRE

Vital statistics Pupils: 780 boys, plus 100 girls in Vth form, all board. Ages: 13-18; C of E; fee-paying.

Head: Mr David Cope, formerly at British School in Paris, who took over in summer 1986 from gentle, remarkable, and deeply-loved Mr Roger Ellis in his post, which has been described as a "graveyard for headmasters" owing to difficulty of preserving liberal tradition without slipping into anarchy.

Academic matters: Pockets of excellence, not on the whole in the mainstream grammar school "any subject. Results not as high as they might be given those 100 bright girls who are at the school well in future go on-ed throughout. Good on religious education, engineering, integrative computer courses.

Games, options, the arts: Top games school - all man games: rugby, cricket, but particularly hockey. Possibly best art department in country, run by Robin Childs - whole new building erected to house him/it. Smart separate careers house, strong music department. Dozens of societies.

Background and atmosphere: Founded in 1643 "for the sons of clergy of the Church of England (by Sunday service attendance compulsory). Now has feel of one of the more gracious American campuses with sense of freedom and scruffiness, bulging with students carousing about their own business, noise of translators rises from dormitories into the night. Very much a question of trust rather than imposed discipline - which pupils pick up to appreciate, less quick to honour. Buildings: higgledy-piggledy, lovely in summer, and girls' quarters very comfortable though boys' each form dwelling much more elegant girls' towers into boys' houses (only absolutely unbreakable school rule: boys not allowed up girls' staircases).

The pupils: Pioneered the admission of girls into the Vth form in 1968 and their civilizing presence much felt in school. Boys' parents pretty solidly middle class occupations, solicitors, also some of officers and clergy. Old boys: Anthony Blunt, John Betjeman.

Bottom line: Fees: £2,040 per term boarding, 29 per cent of fee income

new boys are given a map to find their way about. Atmosphere dynamic, bursting with energy, particularly mental energy. Uniform of scrubby black jackets lowers the tone a little.

The pupils: Cream of intelligentsia from Buxton to Blackpool - not necessarily middle class. Bright as brass babies, though a bit uncouth, but polite and considerate, and discipline is not a major struggle. Old Mancunians range from Thomas de Quincey to historian Michael Wood.

RADLEY COLLEGE

ABINGDON, OXFORDSHIRE

Vital statistics Pupils: 595 boys, all board. Ages: 13-18; C of E; fee-paying.

Head: The Warden is Mr Dennis Silk (since 1986), famous for cricket and rugby prowess, respected and liked by staff, boys, parents. Other heads consider him an outstanding educationalist. Mr Silk has raised Radley to its present status as one of the best schools in the country. He sees it as a place for organic growth rather than radical surgery: "I believe in building on a boy's strengths, and introducing him early to the pursuit of excellence."

Academic matters: Strongly academic among country's top dozen. Unusual A level subjects on offer include geology and Russian. Parents and boys confirm they do learn how to work here, "but less able boys tend to be overlooked," warns the mother of one such. The Warden's English Grammar Paper as a twice-yearly event - traditionally was Latin, but Mr Silk is a passionate defender of correct English usage. Parents delighted: "They believe in a school which cannot be said of some top schools."

Games, options, the arts: Seriously gamey and very competitive. Always wins at hockey, and has history of rowing cups. CCF compulsory for a spell, then those who opt out take up forestry, social services, martial arts. Warden justifiably proud of the excellent new (last) design centre, with its highly professional and functional atmosphere and enthusiastic teachers. Music school undergoing modernization and enlargement.

Background and atmosphere: Archetypal Gothic redbrick, splendid lake, 800 acres of fine grounds. The 1979 TV series put Radley on the map, boosting self-confidence, filling the books. Atmosphere traditional and highly structured, without any of the aggressiveness that often goes with boys-only public schools. Dormitories have separate cubicles, study bedrooms for senior boys; rooms are fairly chaotic, privacy hard come-by. Fagging system lingers on. Prefectorial rank sought-after for its responsibilities and privileges; staff lean heavily on them. Warden fiercely anti-smoking. Central feeding is in the splendid great hall: boys sit anywhere, the black full of deaf, wise, children.

The pupils: Relaxed and likeable, well heeled and predominantly polite, far more sophisticated and civilized than many of their peers elsewhere. Old boys include Mark Cliffield, Lord Scarman, Peter Cook, Ted Dexter.

Bottom line: Fees: £1,395 per term boarding.

Remarks: Upwardly mobile, now fashionable top choice after Eton. Rare to find dissatisfied parents. Boys emerge self-confident and purposeful.

goes to clergymen's sons, so good value for them.

Remarks: Until recently the popular choice for pupils after Eton - or instead of it for parents wishing to avoid the social razzamazz and if their children are highly individual. A recent slight wobble on the very difficult liberal tightrope towards unreason and bad manners.

ST PAUL'S SCHOOL

LONDON SW13

Vital statistics Pupils: 770 boys, 122 board, 648 day. Ages: 13-18; C of E; fee-paying.

Head: High Master is Canon Peter Pilkington (starting September 1986), latterly head of the King's School, Canterbury. Emphasizes twin aims of academic excellence and pastoral care for individual pupils: a delightful, popular man, short, plump, twinkly, humorous.

Academic matters: One of the top academic boys' schools in the country. Astonishing numbers of A grades for both maths and physics. Common programme for all boys in first year, thereafter continual moving and shifting, depending on progress and motivation - in accordance with outgoing High Master's intention to keep boys stretched but not pressured. (That said, everything goes in waves, and recently 30 boys failed O level maths.) Geography exceptionally well-taught. High-fliers flourish; staff extremely tough on marking, and blunt with boys and parents. Impressively long, detailed reports each term that can reduce the non-brilliant to despair.

Games, options, the arts: Two-hour lunch break daily during which boys do something non-academic: rowing (impressive), music, swimming, games. Enivably grassy areas plus the river, excellent indoor pool, fencing suite said to be the best in western Europe; five a major game. Craft, design and technology centre is a major new development and extremely popular. Drama and music are great strengths.

Background and atmosphere: Founded in 1559 by Dean Cole, friend of Erasmus and Thomas More, whose humanitarian principles are still a major development. Present site in 1968, hideous but compact pebble-dash squared-off buildings with bits of stained glass and stonary recalling its former glory. Set in 45 acres 28 tutors - "the most important thing about the school," according to outgoing head: each has 15 boys, three of each year group, the key way to unite the parent-pupil-school triangle. Parents are asked to visit the boy's tutor (and his wife) to their house for a meal: communication is intended to be frequent and open.

The pupils: Drawn from all around London. All sorts, no types, incredibly articulate. Old boys stretch from John Milton to Jonathan Miller.

Bottom line: Fees: £1,722 per term boarding, £1,068 day.

SHIPLAKE COLLEGE

HENLEY-ON-THAMES, OXFORDSHIRE

Vital statistics Pupils: 342 boys, 282 board, 60 day. Ages: 13-18; C of E; fee-paying.

Head: Mr Peter Lapping (since 1979), extremely charming with an easy and approachable manner.

Feels that school should not be too different from home.

Academic matters: Goes very well with less able boys, and those with learning difficulties. 16 places per year for dyslexics (booked well in advance). Well spoken of by many prep heads, who use it as a standby for boys who cannot get into their first choice of academic school. Here the below-average can shine. Staff/pupil ratio is 1.9. Policy is "to obtain the maximum results with the minimum of fuss". No shame attached to any number of retakes to achieve results.

Games, options, the arts: Water sports prominent: sailing and windsurfing available, does well at rowing. Strong squash and cricket. Rugby and hockey also played. Later in superb sports hall it had weather. Drama, music and art all high priorities.

Background and atmosphere: Established in 1959 in a beautiful setting overlooking the Thames. Firmly traditionally, with an emphasis on developing self-discipline. No smoking, though senior boys run "junior common room" with bar.

TONBRIDGE SCHOOL

TONBRIDGE, KENT

Vital statistics Pupils: 650 boys, 446 board, 204 day. Ages: 13-18; C of E; fee-paying.

Head: Mr Christopher Everett (since 1975). Tall, cerebral and fairly daunting. 1986 chairman of the Head Masters' Conference, a magistrate, on the Civil Service Selection Board (spent 13 years in diplomatic service). Tries to lay down the idea that Tonbridge is very academic and sees his job as providing a challenging environment in which boys can develop every aspect of personality and talents and learn to stand on their own feet.

Academic matters: Jolly hard to get in - and once in, a boy has to work. Good facilities, with each department housed in its own area. Strong language department, offering Russian. Smallest classes in the lower school, and only 10 in the upper. Boys say that the relationship with masters is excellent in the Vth form.

Games, options, the arts: Formidable cricket and rugby sides, playing on 100 acres of pitches. 20 different sports including racquets, darts, sailing and golf. Marvellous all-weather athletics track. Drama good, too. Art popular.

Background and atmosphere: Founded in 1558 and rebuilt in the 18th century, it's a gothic mass in the centre of the town. Lovely chapel which the boys attend four times a week and on Sundays. Boys live and eat in houses scattered round the town, though most are very close. Quality of life, say the boys, depends on which house you're in: some are much stricter than others.

The pupils: Cheerful, polite and relaxed, from a wide range of backgrounds: very few non-English. C-making absolutely out of the box. Boys over 18 are allowed to the local pub. A Housemaster's permission. Old boys include Colin Cowley and E M Forster.

WINCHESTER COLLEGE

WINCHESTER, HAMPSHIRE

Vital statistics Pupils: 645 boys, about 800 board, about 45 day. Ages: 13-18, C of E; fee-paying.

Head: Mr James Sabben-Clare, former second master, took over from John Thorn - hard act to follow - in September 1985. Generally considered "pleasant" and capable.

Academic matters: Traditionally the top academic school in the country and in 80s/early 70s bright boys would go here, less gifted brothers to Eton. Still immensely strong (1985 results put Winchester seventh after Manchester Grammar, Eton, etc), but may have lost its keen academic edge, possibly owing to tendency to intercollegiate making for some resentment among brightest pupils. One Foreign Office parent detailed about cavalier approach to modern languages and said old we know 80 per cent of boys take A level maths and only "a fraction" take French Teaching largely excellent.

Games, options, the arts: Like other high-powered schools, it appears as if school in extras as well as academics. Has reputation of being enlightened on the subject of mainstream games, which, after the first year, are not compulsory. Boys may, if they wish, fish on the Itchen instead. Boys choose their own options: ag karate, rowing, canoeing, steep-skiing, chess, racquets, billiards - all matters of school. Does not particularly pride itself on the arts, nevertheless has good music level, drama.

Background and atmosphere: Scholars' quarters date back to the 14th century, and look like a - popularly - well-kept, but not particularly comfortable in winter when all around is freezing. Lowly medieval old buildings are set in highly picturesque grounds. Feels of history and contact with past very tangible.

The pupils: Question in school map gives a good idea. Name any Old Boy of this century has been Lord Mayor of London. Editor of the Times. Chairman of the BBC. Wood prize-winner. Foreign Secretary. Lord Chancellor. Head of Civil Service.

Bottom line: Fees: £2,125 per term boarding.

Remarks: The place to go if you want a classy education but don't want to stick your neck out getting a Don't consider Winchester unless your son shows signs of real academic ability. A breeding ground of intellectual snobbery.

WESTMINSTER SCHOOL

LONDON SW1

Vital statistics Pupils: Approx 500 boys plus 100 girls in Vth form. Approx 330 day boys, 200 weekly boarders, 48 day girls, 21 weekly boarders. Ages: 13-18; C of E; fee-paying.

Head: Mr David Summersdale (from May 1986). Gentle, civilized, unassuming sportsman.

Took over from Dr John Rae, one of the most original and controversial figures in public school education, who had been asked to appoint a back-up as head of school.

Academic matters: One of the most high-powered academic schools in the country, comes regularly in top ten for A level results: all subjects 90-100 per cent pass with exception of geography generally considered weakest department. Modern languages not as strong as it should be. To quote Mr Rae: "improving" to quote master. Science, maths and English consistently very strong. Academic pressure tremendous and does not let up till pupils barely slumped on next ring of bells.

Games, options, the arts: Not so hot on these. Does not contribute much apart from rowing to sporting scene, though cricket cricketers can be seen at the feet of their Vth form. Squash playing fields on pleasant summer days. Keen art, music, debating.

Background and atmosphere: Founded 1562 by Queen Elizabeth I. One of the oldest, unimpaired by Westminister Abbey, in which some school services are still held. Clustered as an Oxford college but not in the least calm - noisy, scruffy, bustling at the seams and the boarding houses decidedly squashed. Weekly boarding system gives atmosphere more of day than boarding - what is done outside boarding hours is under parents' jurisdiction, for which staff truly grateful.

The pupils: Solid, middle-class and of ambitious yuppie parents, many two-income families, also high quota divorced parents. Pupils highly articulate, social, often have thin veneer of sophistication, nervously brittle; and owing to pressure, many to teach. Famous old boys include six prime ministers, Tony Benn and Andrew Lloyd Webber.

Bottom line: Fees: £2,075 per term boarding (£2,275 Vth form), £1,350 day (£1,475).

Remarks: Do not send your potential rugby international here, and do not expect your average all-round product - weedy children will get weeder. Getting in (apparently difficult) does not guarantee that your child is a genius, but in the drawing-rooms of Hampstead and Richmond a place at Westminster is rightly considered a leap in the right direction.

Adapted from The Good Schools Guide, a Harpers & Queen publication, to be published by Ebury Press on November 3 (price £8.95).

TOMORROW

Benenden to Wycombe: the girls' top 20



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THE TIMES DIARY

Tambo flies again

Tam Dalyell is not wasting any time exploiting his election to Labour's NEC to force the leadership's hand on Westland. One of his consuming obsessions. He has written to Neil Kinnock asking for opposition time to debate the select committee report on the Westland affair, which received only an hour's discussion in July when it was published the day before the parliamentary recess. He assured me that he wants "a lawyers' debate" led by Labour QCs John Smith and John Morris rather than a "yah-boo affair between Neil and the Prime Minister", and he believes Kinnock has no choice but to agree. "He will have to ask himself why 369,000 constituency party members elected me - a pro-gas cooled reactor, pro-nuclear reprocessing, pro-EEC Old Etonian - to the NEC if not because of my pursuit of the Westland affair," he says.

Testing times

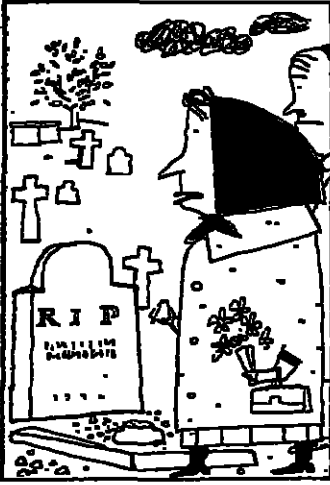
Delegates to the Tory conference will have the chance to display their political knowledge in an alternative GCSE examination dreamt up by the right-wing Selsdon group. One sample question from the SOCE (the Selsdon Group Certificate of Education): Which country do Foreign Office officials work for: (a) Spain (b) USSR (c) UK (d) Argentina? Answer: Not clear, but it doesn't appear to be (c). Another: Who is the leader of the Alliance - David Steel, Roy Jenkins, Shirley Williams, David Owen? Trick question, this. Answer: Nobody. Score nine out of ten and your "future political career is guaranteed". Iain Mays, secretary of the Selsdon Group, tells me.

Forest, the right-to-smoke pressure group, is taking no chances with its Bournemouth fringe meeting (speaker Auberon Waugh). No nonsense about a cash bar or "refreshments available". "First 300 drinks free" is the unambiguous come-on.

Back door

When he addresses the Tory conference, Nicholas Ridley, the Environment Secretary, will, I predict, emphasize the need for at least one reform: restricting local councils' co-optation powers. Intended to ensure non-partisan expertise, the procedure is now used by many left-wing councils to pack in supporters who have not made it the hard way. Take, for example, Labour candidates Amos and Cuffie and Liz White who in May failed to win election to Lambeth council: they have just found their way on to committees, with full entitlement to travelling and subsistence allowances and voting rights. Mary Leigh, the Tory leader, is spitting: "Both stood against me and both lost."

BARRY FANTONI



"Our Jack hated crigs. He only ate them to spite Edwina Currie"

Crowning all

Now we know. The Queen has given permission for Princess Michael to hang on to the proceeds from a TV adaptation of her book, *Crowned in a Far Country*, provided some goes to charity. In an interview in next month's *Good Housekeeping* she quotes Her Majesty as saying "Of course, of course, keep the money" when the request was put to her. However, the princess's publishers tell me that, despite the efforts of a high-powered agent, the TV company to make the series - in which she would provide the commentary "the way Alistair Cooke and Huw Weldon did" - has yet to be found.

Duke's hazard

Duke Hussey, Times director and BBC chairman designate, had a nasty brush with pickets outside our building in Grays Inn Road, where he still has an office. As he got into a waiting car one picket slammed the door on his leg hard enough to inflict an injury. To the surprise of all the blow resulted in a metallic clang. The leg was Hussey's artificial one, replacing that which he lost at Ando during the last war. "If he had got the other one," says Hussey, "it would have been very painful."

Net value nil

How much is Tottenham Hotspur star Glen Hoddle worth? Precisely nothing, according to the hard-nosed businessmen who run the club, the only Football League member with a stock exchange quotation. It's not that they think Glen, or any of his teammates, is rubbish; it's just that they don't count them as assets when drawing up the company balance sheet. "We write them all off," says chairman Paul Bobroff. PHS

A fairer deal in housing

by HRH the Duke of Edinburgh

Food and shelter are the two primary requirements of all families, yet the way they are treated could not be more different. People who are financially disadvantaged are given direct financial assistance in the form of unemployment, supplementary and other benefits. In other words the assistance goes directly to people in need.

In housing, for some not very obvious reason, we have inherited a system whereby the subsidy goes to the cost of the building of a house rather than to the person in need of a house.

Whether this was intended or not, the supply of rented accommodation has become restricted to local authorities, while house ownership is left to the market. Quite apart from this, the state of repair of a great proportion of our stock of housing is most unsatisfactory.

In its report last year, the Inquiry into British Housing, of which I was chairman, tried to analyse the reasons for this state of affairs and we came to the conclusion - unanimously as it happens - that there were a number of anomalies in the system. We also recognized that these were largely due to the accumulation of half a century of well-intentioned but disjointed legislative measures.

We noted three particular points. The virtual disappearance of housing for rent on the open market; the absence of any institutional investment in housing, in contrast to such investment in almost every other economic activity; the fact that owner-occupiers were given subsidies, through tax relief on mortgage interest, not available to tenants,

and that the expenditure on repairs and improvements was quite inadequate to maintain the quality of much of the housing stock.

As a possible solution to the problem of the lack of institutional and private investment in houses for rent, the inquiry proposed a rent regime based on capital values. If rents were to be linked to the value of the property, then investors would be encouraged to put their money into the provision of more and better homes for those unable to buy or who prefer to rent, perhaps for reasons of mobility.

We proposed that this system of assessing rents should apply to all landlords, including local authorities, so as to create fairness between all tenants; if some council rents were a bit higher, this would give the local authorities extra resources to provide improved housing services.

One of the reasons why house ownership has become so popular is that buying a house is a form of tax-free investment. The many economists we consulted all agreed that treating loans for the acquisition of property differently from any other borrowing distorted the market and had the effect of discouraging private investment in producing accommodation for rent. Tenants cannot offset rents against their tax liability, and those wishing to purchase land or property to provide rented accommodation cannot compete with those buying for owner occupation. The inquiry therefore recommended the phasing out of this form of tax relief.

For the less well-off who would be affected by the phasing out of tax relief on mortgage interest, the

inquiry proposed the introduction of a "needs related housing allowance" which would target government support specifically to those with low or limited incomes, irrespective of whether they wished to be home owners or tenants. This would replace the existing forms of personal support, including Mortgage Interest Relief (MIR). In the current year, the Treasury will forgo some \$4.75 billion in revenue through MIR. Redirecting this money to the lower income households would assist first-time buyers and also elderly home-owners who do not hold a mortgage and who do not have the means to maintain and improve their properties. It would also help tenants with lower incomes to pay their rents. Such an allowance seemed to us a much better mechanism for getting help to those most in need. We noted, incidentally, that MIR was of most benefit to those who paid the highest rates of tax.

The inquiry also had a number of points to make concerning local authority housing. We felt, in effect, that the proper role for these authorities was strategic rather than operational; that they should be "enablers and coordinators" rather than just landlords; that they should be concerned with the "common good" rather than becoming more involved in the housing market. Meanwhile, we felt that local authorities should have more freedom to use the capital resources they had accumulated, principally through the sale of council housing, to carry out the urgent upgrading needed on so many council estates.

As far as maintenance and repairs were concerned, we came to the conclusion that many owners needed the sort of help which housing associations provided in their management of low-cost housing for sale or rent. I believe that the great value of the report was that it tackled and discussed, without prejudice, most of the current issues affecting the housing situation and has led to a more uninhibited debate. I think it has encouraged people to realize that there really is a chance to improve housing by using the public resources already available in this field, and by attracting the very large sums of institutional money which could be drawn into housing for rent if the right circumstances were to be created. It was never likely that such far-reaching proposals would be accepted overnight, even though the report explained carefully that our proposed measures should be phased in over a period of at least ten years. Nevertheless, as more and more people discuss our recommendations, it seems that they are being treated with greater sympathy.

At a recent reunion of the members of the inquiry, I was pleased to note that none of them - and they include economists and bankers as well as academics and housing experts - felt that any of the proposals should be amended. If this group of people, coming from different political perspectives, and with different housing interests, can reach, and maintain, unanimous agreement, I feel that there is hope of wider acceptance of the possibility of change. I can only hope that the inquiry has been helpful in suggesting the direction which these changes might take.

Conor Cruise O'Brien finds whites less tense as the violence subsides, but believes it may be only a lull before the fatal threshold is crossed

Cape Town When leaving Cape Town at the end of my last visit, in November 1985, I was given a cushion before driving out to the airport. David Welsh, my friend and host, explained that cars were often stoned by young blacks from bridges crossing the airport road; if our windscreen was shattered, the cushion would protect my face from flying glass.

When I returned in the middle of August, David was at the airport to meet me. As we drove off towards the city, I said: "What? No cushion?" "You don't need one any more," he replied. "The stone-throwers have gone."

This is not to imply that South Africa is on the road back to normality. Far from it. But from the white point of view, things don't seem to be going downhill quite as fast as they seemed to be a year ago. The national state of emergency, declared in June, is seen as giving whites a breathing space. Violence in the townships may be as intense as ever - the reporting restrictions make it hard to tell - but at least black violence against whites has not intensified as fast as was feared. In some places it has even receded, as from the Cape Town airport road.

Also, and this is my principal impression of change, whites seem considerably less fragmented. Last year English speakers, especially business leaders, were angry with President Botha because his intransigence was felt to be provoking the imposition of sanctions; at the same time, many Afrikaners accused him of weakness by truckling to foreigners and blacks. Now both channels of anger have subsided or are directed elsewhere.

As far as the cleavage between Afrikaners and English speakers is concerned, this seems to be narrowing under the pressures. Both now sense a common interest, a need for the other's help, in beating sanctions. Business leaders talk less about the immorality of apartheid and Botha's unreasonableness and more inclined to talk about such matters as harnessing the weakness of the rand, which pushes up the price of imports, to motivate sanctions-busting. Liberals seem somewhat numbed by the discovery that they, who have always opposed apartheid, are now among the targets of international anti-apartheid campaigners. They always knew they were lonely in South Africa; now they know they are also lonely in the world at large.

Nationalists on course to win the next election

It has seemed to me, talking to some of them in this South African spring, that a temptation beckons: "If I am going to be rejected by the outside world anyway, might it not be nice to get a little less lonely in South Africa itself?" They are nudged in this direction by such things as the foreign boycott of South African academics, who are among the vanguard of the anti-apartheid movement. This, incidentally, helps the regime's message: "All whites in the same boat."

At the same time, Botha's disdainful treatment of the Commonwealth eminent persons group and of Sir Geoffrey Howe, and his declaration of the national state of emergency, show him, to his own people, as a tough leader. The recent Klip River by-election suggested that the National Party should win a general election comfortably, so one is expected fairly soon. It will not be this year, however, but next, to give the Nationalists further time to sway those Afrikaner voters in the Transvaal tempted to support the far right.

South Africa: revolution with the brake on



Afrikaners generally seem to be getting a bit more bullish again. The sharp rise in the price of gold, even in the shadow, or perhaps because of, sanctions, seems to some a symbol of the inherent soundness of the economy. That feeling is strengthened by a more positive Afrikaner view of the English-speaking business community: no longer seen as "selling South Africa short", but increasingly as moving to put its skills, resources, and connections at the disposal of the regime (and its own interest) in the coming battle against sanctions. But more than anything else, the mood today seems to be governed by a recovery of confidence in the leadership.

Although white South Africans know they are far from being out of the wood, indeed may never get out of it, the wood itself now appears a little less menacing. English speakers unburden themselves freely to visitors. Afrikaners are less easy going, but those who will talk often do so in an illuminating way, so it is not too hard to make a reasonable guess at prevailing moods and attitudes in the two white communities. Not so with blacks, even with those educated blacks who are in most frequent contact with whites. Such contacts, under "neo-apartheid", are quite common, but they tend to be stylized and close to non-contact.

Where black leaders are articulate, in a racially mixed gathering - as "student leaders" often are - they are likely to speak in unison, in accordance with the current ANC line. They are delivering a collective message, participating in a campaign. Dialogue is just about possible, but individuals who may have reservations about a particular aspect seem expected to remain silent. Information about moods, and variations of moods, is not explicitly conveyed under such conditions.

My own impression is that the black mood for the moment is a bit down: in negative concordance to the current white mood. That apartheid will end, no educated

(and some of the first fumbling attempts have been abandoned).

But efforts to make such attacks succeed are likely to be intensified as the pressures inside the townships build up. To many people, suffering from the constant attentions of the police, the people who can carry the war into the enemy's camp will be heroes. And in the townships, increasing numbers of young blacks have literally no other career open to them except that of a hero.

That the threshold will be crossed seems probable. That the regime's initial response would include retaliatory violence, on a scale not yet attempted, is safely predictable. Beyond that, the guessing gets more difficult.

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Sweeping reforms only under a period of martial law

In an earlier article on this page I argued that massive repression by the regime, involving perhaps thousands of black dead, could precipitate "limited superpower consensus", leading to a blockade, an international ultimatum and the capitulation of the apartheid regime.

I still think that within the bounds of eventual possibility, but certainly there are other possibilities. In an important recent book, *South Africa Without Apartheid: Dismantling Racial Domination* (Mashew Miller Longman, Cape Town) Herbert Adam and Kogila Moodley say that the white rulers really would not have all that much to lose by agreeing to elections on a non-racial basis. Such elections would result not in whites being swamped by a uniformly hostile black mass but in the emergence of many disparate forces, some of which, in the economic field especially, would have common ground with whites in that they would have something to lose, which is true of everyone, everywhere, who has a job.

All that is so, but I doubt that an all-white electorate can ever be convinced that it is so. If the South African leadership ever voluntarily decides to effect the great transition, I think the thing would have to be done by suspending the constitution and operating under a transitory period of martial law. The leadership could be convinced of the need to do that by the predictable failure of repression to restore order, and by the reluctant acknowledgement that only a new regime, of recognized legitimacy, could succeed in bringing that transition about.

As for the white electorate, it would, as it were, fall asleep under the anaesthetic of martial law and wake up under non-racial institutions. That is about the most favourable of possible scenarios. There are many others.

I tried out these ideas in an address to members of the South African Institute of International Affairs in Cape Town last week. Reactions were mixed, and often lively, but generally not dismissive. I had dinner afterwards with three senior members both of the Institute and of the Afrikaner establishment. My impression was that they didn't feel inclined to rule out such developments, as a line of last resort for Afrikanerdom, but that they did not think Afrikanerdom had as yet got anywhere near the stage of last resort.

In any case, such developments seem rather remote. I confess, in Cape Town's white suburbs this spring, with yet another all-white election on the way. But there is still uneasiness in the air. No one thinks that that symbolic cushion may never again be required, at the threshold.

Roger Scruton Enslaved by the media

Had it been suggested to me five years ago that a Conservative foreign secretary might take part in discussions with Oliver Tambo - president of the ANC, member of the World Peace Council (the most notorious of all Soviet front organizations) and apologist for organized terror - I would have dismissed the suggestion as wholly ridiculous. And had it been suggested that HM Government might treat the ANC not only as a legitimate organization but also as the principal representative of the black people of South Africa, I should have supposed myself to be dealing with a case of advanced paranoia.

To whatever depths of dishonesty and confusion the Foreign Office might sink, I would have said, it could never be so indifferent to the truth as to overlook the distinction between the Xhosa and the Zulu peoples, to ignore the very large sums of institutional money which could be drawn into housing for rent if the right circumstances were to be created.

It was never likely that such far-reaching proposals would be accepted overnight, even though the report explained carefully that our proposed measures should be phased in over a period of at least ten years. Nevertheless, as more and more people discuss our recommendations, it seems that they are being treated with greater sympathy. At a recent reunion of the members of the inquiry, I was pleased to note that none of them - and they include economists and bankers as well as academics and housing experts - felt that any of the proposals should be amended. If this group of people, coming from different political perspectives, and with different housing interests, can reach, and maintain, unanimous agreement, I feel that there is hope of wider acceptance of the possibility of change. I can only hope that the inquiry has been helpful in suggesting the direction which these changes might take.

silenced, and all opposition to the prevailing terror "liquidated" in accordance with established Leninist procedures.

Of course, the experts tell us that it will be different in South Africa. But on what evidence do they base this judgement? Is it not likely that South Africa will follow the course taken by its nearest neighbours? By Angola, for instance, where a government of Marxist terrorists is maintained in power by the Soviet-Cuban war machine? Or Mozambique, where a one-party dictatorship, sustained by the secret police, presides over a starving populace? Or, perhaps, by Zimbabwe?

In fact it is to Zimbabwe that the experts turn for their preferred instance of "peaceful transition". So what is Mugabe now promising the citizens of his proposed one-party "democracy"? The answer is contained in a single communist phrase: "socialist legality". All our laws, Mugabe said recently, "should be formulated in such a manner as would facilitate the restructuring of our society in order to construct a Socialist state". The Roman-Dutch law - long-standing foundation of legal order through much of Southern Africa - is to be replaced by a system in which there will be no punishment but only "rehabilitation and reorientation of criminals and other social deviants".

Accordingly, the Minister of Justice, Edson Zvogbo, has emphasized that the state will no longer be bound by the decision of its courts. In other words, there will no longer be a rule of law in Zimbabwe. And where there is no rule of law, no individual can safely criticize those who hold power over him. Hence, under the new order promised by Mugabe, there will be no place for opposition either inside or outside parliament. Nor is this surprising. As the Soviet psychiatrists have discovered, nobody in his right mind can be opposed to socialism. During the transitional period, there may be spasmodic outbreaks of "social deviance"; but the facilities will be provided (as they have been provided in Vietnam) to ensure the "reorientation" of those responsible.

There will be no outcry in the western press. By announcing his wholehearted commitment to "social justice" Mugabe has won the respect of the western establishment, and even an honorary doctorate from the University of Glasgow; and by loudly decrying apartheid, he has proved beyond doubt that he is not a racist, so facilitating his persecution of the people. What matter that he now proposes to abolish the rule of law - last hated remnant of colonial oppression?

It is un fashionable to say it, but it may be true, that it is better even for a black man to be governed by a law in a place where he has no vote than to be governed lawlessly by a party that allows him to vote, but only for itself. The author is editor of the Salisbury Review.

moreover... Miles Kington GötterDairerung explained

After its Covent Garden triumph, Welsh National Opera is about to go on tour with its production of Wagner's *Ring*. Now, many people are uninterested in opera, which they consider to be music for people who do not like music, and many more people do not like Wagner, which they consider to be music for people who have lost their religion, but even they must be intrigued by the idea of a Welsh version of the *Ring*.

For them, and for all who cannot get tickets, I am today starting a brief résumé of the Welsh *Ring*, to be serialized here for the next two weeks.

Act One Wotan, the head of a large Welsh development company, has recently completed the construction of a huge leisure centre known as Valhalla in the mythical Welsh valleys. In the nearby hills live the gigantic warriors known as the Welsh rugby players, while in the galleries running beneath the earth live the dwarfs who dig up coal, gold and bits of old steam engines.

As the opera opens, Wotan sings of the hard struggle he had to raise money for the leisure centre, of his battle to overcome planning objections and of his fears that the dwarfs who work in the galleries will be too poor to pay to get in. He also sings of his recent holiday in far-off Spain, of the difficulty of understanding Welsh language programmes on Channel 4 and of the incessant rain.

Mrs Wotan then enters and asks what he is singing about. Wotan realizes that he has been singing all by himself, with nobody listening, and tells her he will sing it all over again. Never mind about that, says Mrs Wotan, there's someone at the door who wants to know when he is going to get the money he lent you to build Valhalla.

Act Two Enter Mr Yamahoto, president of a Japanese car company, who in fact lent Wotan £4 million to build another car factory in the legendary Welsh valleys. He tries to get his money back from Wotan. Wotan kills him.

Act Three Enter Mr Yamahoto's twin brother, the new president of the Japanese car company, who explains to Wotan in song that it's no use killing Japanese car executives,

atives, as there will always be another one along in a minute. To stave off Mr Yamahoto's claim, Wotan offers to take him to a game of rugby between the giants and the dwarfs. He accepts. Meanwhile a messenger arrives with the news that the Severn Bridge, the legendary link between Wales and England, has been closed because of light drizzle and that nobody may leave or enter the country save by the railway tunnel built by the dwarfs. Wotan forecasts that one day the bridge will fall.

Act Four Before the rugby match, Terry, one of the giants, is found donning his magic cloak of invisibility which will prevent the referee from seeing any foul he commits. As he changes, a messenger arrives from the lands of the north, promising him £70,000 a year to play Rugby League. Terry says he will think it over during the game, and could he have £500 to see him through to the final whistle.

Wotan arrives at the game with Mr Yamahoto who says he will be prepared to overlook that outstanding £4 million if Wotan will let him have Mrs Wotan as his new wife. Wotan cannot believe his ears and thinks there must be a mistranslation. Sadly, he is right: what Mr Yamahoto is saying is that Mrs Wotan reminds him of the dusk over Fuji Yama.

Act Five The game starts. Within five minutes the giant Terry has punched one of the dwarfs in the face, but goes unpunished because of his magic cloak. Suddenly a hole in the ground opens and a troupe of dwarfs emerge from a secret gallery beneath the ground, to pelt Terry with lumps of coal. Soon he is entirely covered with coal except for one chunk through which he pushes a message which says: "Don't worry, I shall be playing for Bradford this time next week." The dwarf sets fire to the coal. It starts to rain, which puts out the fire. Darkness falls. The pubs open. A Welsh merchant bank slowly collapses. The act ends as Mr Yamahoto asks Wotan to demonstrate Welsh rugby for him and Wotan puts his thumbs into Mr Yamahoto's eyes. (Don't miss tomorrow's instalment of the Welsh Ring)



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PRESENTATION, POLICY AND THE TORY FUTURE

This year's Conservative Party conference is promised to be the slickest, smartest and most expensive ever. If Labour can offer soothing slogans and dewy bouquets, Saatchi & Saatchi are not to be left behind.

Pre-conference discussions have been concerned with "Right-to-Rent" policies and inner-city science schools, with the case for Trident and the case against hospital waiting lists. But just as much talk has been about "presentation", a word which, for all that it is now one of the most-encumbered in the whole political lexicon, is the one which representatives seem most to wish to hear.

The rest of the country may be forgiven a feeling of ennui. The great "presentation" debate to be begun by the Party Chairman, Mr Norman Tebbit, in his opening remarks today and to be continued in a full session before the Prime Minister's speech on Friday, is a sceptic's paradise.

It is easy to view the pre-election parades (of all parties) as a chance to find the truth behind the carefully arranged tinsel. The political fight becomes an extended conjuring trick in which the honours go to the magician who is least often rumbled by his audience. Not so much a Party as a party; for the serious business of politics, it is argued, look elsewhere.

There is a degree of truth here. For a true picture of Labour it is certainly necessary to look beyond the Blackpool roses to the unilateral disarmament, the financial profligacy and the extremists waiting in the wings. For a true picture of Tory conferences it is too often necessary to decode speakers' real concerns about policy from their comfortable statements about the Government's failure to get its message across.

This year at Bournemouth, however, rather different problems of presentation have to be addressed. They are not the problems of the Labour Party. They are not even the problems of the Conservative Party five years ago.

Mrs Thatcher is not, like Mr Kinnoch, a new leader who needs to show that the party is united behind her: she is an old leader who needs to show that she is not a one-woman band. Nobody can accuse of her of being opposed to consumer choice: but when it comes to electing a Prime Minister she has to counter the charge that she is offering just one choice, herself, and for the third time.

These are uncharted waters; and for much of the year since the Party last met at the seaside Mrs Thatcher's Government has looked perilously out of its depth in them.

There was the Westland

affair. (Who will take Mr Heseltine's place this year in the hearts of the blue-rose brigade?) There was the Westland fall-out — the U-turns over the car industry, the defeats on Sunday Trading. They in turn had less publicised political effects, most important the attempt by Mr Norman Tebbit to monopolise the manifesto-making process, to steal the choice of Thatcherism before (as he mistakenly saw it) the cause of the Conservative right became irreparably damaged.

Since the beginning of the Summer, matters have to some extent improved. The polls show Labour still failing to break through and the Alliance on the retreat. Mrs Thatcher has re-established control over her Party headquarters. Mr Tebbit is back in the fold.

The Cabinet is more united than it has been for many years. There seems to have been some genuine synthesis in the Tories' divergent faiths: the radicals sounding less hostile to the role of the State, the consolidators sounding more happy to embrace the Government's achievements.

Yet it has to be said that so far it is a somewhat subterranean synthesis. It has to be understood by all members of the Cabinet that the future direction of Conservative Government is still unclear. The Government lacks not so much cohesion as coherence. That is the issue which the real "presentation debates" (the ones in the corridors, not the conference hall) have to address.

Some part of the problem is the political role to be played by the Prime Minister herself. In the past ten years she has identified herself strongly with consumer power, with an end to ramming down the customer's neck whatsoever the producer wanted to provide, with the beginning of the process (viz. Jaguar and British Airways) of kicking the country's producers till they provide what the consumer wants to buy.

This has worked. Union members have grown suspicious of union bosses. Millions more families have chosen their own homes and their own share portfolios. Supermarket shoppers have become more choosy. But they are also becoming more choosy in the supermarket of political policies, where Mrs Thatcher is more associated with giving the customer what she thinks is right than giving what the customer wants.

Strong leadership can easily become tiresome if there are no new issues — no Fallands, no miners' strike, no double-digit inflation, no winters of discontent to make the voters grateful for it. In a

period of comparative stability electors concentrate on their shopping lists. They look for better schools, better health services, a better deal for the poor — areas where the polls reveal Mrs Thatcher to be no great personal asset.

The electorate is by its very nature ungrateful. It has a large number of political choices to turn to. There are Liberal answers, SDP answers in profusion, Labour answers, all with a smack of novelty. There is a growing band of floating voters, playing in a three party game where rules and results are unclear.

The Conservatives have to make sure that there are Government answers too. That will not necessarily be easy. To say that consumers are volatile in their choices is not to say that they are consistently volatile or that they cannot be loyal to their new choices. Those many who have decided that Labour has the best policies on the Health Service may retain that belief until the reality of Labour government has proved otherwise. Much time, opportunity and territory has already been lost.

To make up ground, for example on education and training, it is vital that the Government is seen as a team of coordinated individuals not of cowed ciphers. To consolidate what has been regained it is equally vital that the Party is not satisfied with one presentational tour-de-force by Mr Kenneth Baker. The Conference slogan is "The Next Move Forward". There are many hard moves ahead.

Unlike Labour's advertising men, Saatchi & Saatchi do not have to struggle to deceive the public about the very nature of the product on offer. They do not have to distract attention from rotten nuts in the political chocolate bar. The appropriate analogy is not with consumer advertising at all. The marketing of Mrs Thatcher is more akin to making corporate images of oil majors or drug giants. Such campaigns are some of the hardest to devise. Their efficacy is the most doubtful; the prizes the greatest.

The conference will hear Government ministers give a daily list of head-line grabbing proposals — as demanded by Mr Tebbit. It will be told that the defeat of inflation is not just a victory in itself but a proof that the Government delivers its promises.

The country, however, needs to hear more than that. It needs to know that the Conservative leadership has long-term promises that are worth making, that it has a vision of the future, a vision that of necessity will not be made reality by the Prime Minister alone.

AN ACT OF WORSHIP?

The Church of England has to learn to live with its divisions concerning women priests for as long as it takes for the problem to be resolved. It is becoming plain that this will require considerable sophistication in the arts of crisis management. That such skills have yet to be fully honed is well illustrated both by the weekend's events and by reactions to them.

The Archbishop of Canterbury, Dr Robert Runcie, has forcibly stated his "dismay" at the celebration by a woman priest of the Church of England's most sacred rite, Holy Communion, in Church House, Westminster, in the course of the annual general meeting of the Movement for the Ordination of Women.

The Movement for the Ordination of Women is hardly a proscribed organisation: indeed the majority of church members, and Dr Runcie himself, share its principal aim. Given that aim, it is far from astonishing that they should want an act of worship in the course of their meeting, that it should be a celebration of the Eucharist, or that they should seek an ordained woman as the celebrant. Their choice of venue, however, suggests at the least an uncharitable willingness to risk embarrassing the church authorities.

The church authorities were thus presented with a disagreeable choice. If they did nothing, they risked seeing the authority of synodical government eroded. But reacting

strongly might look like a needlessly heavyhanded attitude to sincere dissent. And that is what has happened. By taking the latter course, the Archbishop has handed the Movement a propaganda victory and multiplied the publicity for its cheeky little coup; and having ordained an investigation, he will be under pressure to back up his strong words with strong action.

The grounds of his dismay are their "disregard for the clearly understood present regulations" rather than the place they chose for it, which seems to commit him to the wider battle. Clandestine Eucharists by women priests are spreading, as the Movement has threatened they would.

Dr Runcie might be unwise to try to stamp them out, if that is the intention behind his words. Such movements thrive on suppression. Nor is it by any means clear as he stated it that a woman lawfully ordained elsewhere in the Anglican Communion breaks any regulation she is bound by, when on visiting or becoming resident in England, she celebrates a private Eucharist.

That, indeed, offers Dr Runcie a way out of his dilemma. What, after all, is the basis for the claim of jurisdiction over her? There is no longer any law to stop another denomination worshipping precisely as it pleases, nor to stop Anglicans participating in such services. The Church of England may well say that she is not acting as an official minister of the Church of

England; but that is all it may say. On that at least women priests and their supporters would agree.

Nevertheless the Movement would do well to avoid using "private" services of Holy Communion as a battering ram to break down the walls surrounding the male priesthood. To do so would be to belittle and degrade the Eucharist itself. It is a good instinct that sties away from any political or campaigning use of such holy rites as these, for the sake of protecting their sacredness. A good test would be to ask before any such celebration — and before any countering protest or expression of dismay — whether it may be bringing the service of Holy Communion itself into controversy and even into disrespect.

As things stand, it is by no means yet certain that the Church of England will one day admit women to its ministerial priesthood, and the theological debate has not yet reached a conclusive result. So far the case has been subjected to the test of argument and to testing by synodical majority, which is an essentially intellectual and political process.

Supporters of women's ordination argue that although changes in the beliefs and practices of the Christian tradition have sometimes occurred that way, they have also come about by rule-breaking in the name of a higher duty. They should note, however, that unseemliness in pursuing their aims may lead to tactical victories but strategic defeat.

LETTERS TO THE EDITOR

Remaining doubts on prosecution

From Lord Scarman
Sir, You are clearly right in commenting (third leader, October 2) that prosecuting in England and Wales has now undergone a sea change.

Some of us wonder, however, whether the process of criminal trial and appeal is even yet sufficiently supported by our pre-trial procedures. Until the recent reforms introduced by the Police and Criminal Evidence Act 1984 there was in our system a dangerously low level of supervision of the processes of arrest, interrogation, and charge. Even today the critical phase, interrogation, is in reality conducted and supervised only by the police within a police station.

The trial and appeal process, which is open and judicial, has shown itself an uncertain instrument for uncovering irregularities, and worse, in the pre-trial process. And judges, confronted at trial for the first time with medical or scientific evidence, have not always been able to detect its weaknesses.

There is in our pre-trial procedures even today fertile ground for the development of injustice which can, and sometimes does, escape detection during the subsequent trial and appeal process. The Confront case, to which you refer, is a good example; and there would appear to be grounds for querying the justice of the convictions in the Guildford bombing case and in the Maguire explosives case.

These cases were under the old law. Can we be sure that the reforms in police procedure and in prosecution will suffice? I am not sure. Meanwhile, let us consider

the possibility of judicial control of the pre-trial process, as in France and other civil law countries.

The cry of "inquisition" will go up. Maybe, however, an inquisition process in the control of a judge is the logical conclusion to the welcome reforms of the last few years.

I am, Sir, your obedient servant,
SCARMAN,
House of Lords,
October 3.

Controversy on student loans

From the Principal of St David's University College, Lampeter
Sir, It is to be regretted that the Committee of Vice-Chancellors and Principals has now agreed to support the principle of a mixed system of student grants and loans. They may well find that this is the thick end of the wedge.

I say this carefully, since your comment (leading article, September 25) immediately assumes the next logical step:

It would be a positively good thing if loans persuade them (students) to compare the relative long-term advantages of different courses — especially since courses attracting commercial sponsorship will gain a relative advantage.

Universities will then be under increasing pressure to offer courses designed to attract commercial sponsorship and, by giving or withholding their largesse, commercial companies will increasingly control both university admission policies and course contents.

It would be naive to imagine that commercial companies will sponsor anything but commercially valuable courses or subjects, and students' freedom of choice will be artificially restricted. I would be interested to hear from any commercial company prepared to sponsor a student to read a degree in classics, or Welsh, or philosophy, or theology.

We are assured that Mr Kenneth Baker is "not overlooking the sponsorship of students by employers". Perhaps he, and they, would attempt an answer to a question which perplexes me: how many philosophers does the State need?

I am, yours truly,
BRIAN MORRIS, Principal,
University of Wales,
St David's University College,
Lampeter, Dyfed.

Shortage of lawyers

From Mr Peter Britton
Sir, The failure of the crown prosecution service to recruit sufficient solicitors for the London area, as reported in Frances Gibb's article (September 25) may not just be due to insufficient remuneration.

Many of your readers may not be aware that crown prosecutors will not be permitted to practise their skills in the crown courts. They will be expected to take all the responsibility for the administration and preparation of criminal cases, but there has been no commensurate extension of their rights of audience.

It is therefore perhaps hardly surprising that the limitations of the service as a meaningful career to solicitor advocates, coupled with the comparatively low levels of salary on offer, should create a shortage of suitable applicants for the post available.

Yours faithfully,
PETER BRITTON,
Windy Ridge,
Brow of the Hill,
Leziate,
King's Lynn, Norfolk.

Silent service

From Rear-Admiral J. R. Hill
David Giles in his letter (September 30) was so right in saying that the Soviet Navy has made advances in quietening its submarines and will make more. But his inference that this would make the British Trident force vulnerable does not follow.

Western ballistic missile submarines have always been designed to be quiet, and improvements continue. More to the point though, they can and do operate quietly.

There is a world of difference between the detectability of a submarine that is being operated to avoid detection — the habitual mode of the ballistic missile submarine — and that of a submarine being employed tactically to seek out and destroy opposing forces, and having to use noisy speeds and unfavourable depths in consequence.

Silencing of Soviet ballistic missile submarines will of course decrease their own detectability but, as has been pointed out in recent academic work, this tends to increase the stability of the overall strategic balance rather than reduce it. Silencing of Soviet submarines will help them hardly at all in their thankless task of searching the vast ocean spaces that a Trident boat can effectively occupy.

A dialogue of the silent is no more effective than a dialogue of the deaf.

Yours faithfully,
RICHARD HILL,
Cornhill House,
Bishop's Waltham, Hampshire,
October 2.

Dissidents in gaol

From the General Director of Keston College
Sir, After presenting an impeccable argument in its first two columns, your leader (October 2) on the "East-West trade" in human lives goes off the rails in its final section.

Few readers will fail to share our distaste at the principle behind this bargaining. In 1978 two Soviet spies were worth five high profile human-rights activists in jail. In 1986 one Soviet spy is worth one innocent American and one top dissident. The price has come down slightly.

However, your claim that "the Gorbachev leadership has increasingly sent inconvenient individuals into emigration. There will be fewer and fewer people for the Kremlin to trade in future" is incomprehensible.

There are, at the very least, 400 religious activists still in prison or exile, some serving a second, or

even a third, consecutive term without release. Among them there are many prominent names from the 1970s, and indeed the 1960s, such as the Russian Orthodox priest, Fr Gleb Yakunin, the Ukrainian layman, Iosyp Terelya, and the Lithuanian Catholic priest, Fr Sigitas Tamkevicius. They all support the Helsinki principle of religious liberty.

Besides them there are still thousands of political prisoners who must be hard put to it to perceive any way at all in which "the scene is changing".

The Helsinki Agreement is the most specific charter they know, but under this they have for more than a decade sought precisely these generalized rights for which your leader calls.

Yours faithfully,
MICHAEL BOURDEAUX,
General Director,
Keston College,
Heathfield Road,
Keston, Kent,
October 2.

Personal affront

From Lieutenant R. R. Best RN
Sir, Mr J. M. Meade's letter (October 2) concerning the usage of the personal pronoun with regard to ships shows a degree of ignorance not uncommon to those outside the seagoing fraternity.

The use of signals such as "I have lost my steering gear" or "I have run aground" refer to the intentions and actions of the ship as represented by her commanding officer. Thus the personal pronoun is entirely appropriate in these circumstances.

Furthermore, it is long established nautical practice to refer to ships as "she" and the qualities they possess as "hers". This reflects the interest, and often unique character of the vessel. Yours aye,
RUSSELL BEST,
Commanding Officer,
HMS Mentor,
BFPO Ships,
October 2.

Sale of vicarages

From The Archdeacon of Exeter
From I assume that your correspondent, the Reverend J. W. Masding (September 27) would wish us to see the former rectory now used as a school by the Rajneesh sect as a typical example of a generally attractive house well integrated with the parish church.

The Church in the countryside undoubtedly has to cope with substantial problems, but these will not be solved by asking men to live in houses the diocese cannot afford to maintain, the clergy cannot afford to heat, and their wives find an intolerable burden to keep clean.

Those such as Mr Masding, who seek to take us back to a golden age which did not exist, actually discourage the Church from realistically assessing and coping with its current problems.

Yours faithfully,
JOHN RICHARDS,
12 The Close,
Exeter,
Devon.

ON THIS DAY

OCTOBER 7 1882

Shutters were closed in London when the death of Lord Tennyson (1839-82) became known. Poet Laureate since the death of Wordsworth in 1850, he was buried in Westminster Abbey. A volume of his poems, the proofs of which he had revised shortly before his death, was published posthumously.

DEATH OF LORD TENNYSON

It is with the deepest regret, a regret that will be felt throughout the whole of the English speaking world, that we announce the death of Lord Tennyson, which took place very early yesterday morning, at his house at Aldworth, near Haslemere...

With the sanction of Lord Tennyson's family we are privileged to publish the following account of Dr. Dabbs of the Laureate's last illness:

"For some time he had been, if not exactly ailing, insecure as to his general health. Sir Andrew Clark sounded the first note of alarm some months ago, and all of us were keenly alive to the necessity for extra care. It was evident that the debility was rapidly increasing, and that the end was merely a question of time. The tendency to fatal syncope may be said to have really commenced about 10 a.m. on Wednesday, and on Thursday, October 6, at 1.35 a.m. the great poet breathed his last.

"Nothing could have been more striking than the scene during the last few hours. On the bed a figure of breathing marble, flooded and bathed in the light of the full moon streaming through the open window; his hand clasping the Shakespeare which he had asked for but recently, and which he had kept by him to the end; the moonlight, the majestic figure as he lay there, 'drawing thicker breath', irresistibly brought to our minds his own Passing of King Arthur. His last conscious words were words of love addressed to his wife and son — words too sacred to be written here...

THE POET'S LIFE AND WORKS

I lived to a good old age; he did great and imperishable work; his name had long been a cherished household word around the hearth and in the hearts of his admiring countrymen, for he was eminently the poet of the feelings and the affections; and if he cared for lower honours and riches, he had won enough of both to satisfy his ambition. The greatest and most conspicuous man in his age is the least to be envied; but we should say that few lots were more enviable than his. The son of a clergyman in affluent circumstances, life from the first was made smooth and pleasant to him. From the first he found delight in a congenial vocation; and his genius became his philosopher and guide in the boundless realms of the fancy. When most boys are dragging at the girdle, or beginning to labour over the grindstone of Latin verse, he wrote flowing poetry, which is readable and was full of promise for the future. The promise was promptly recognized by those who were nearest and dearest to him; and he had never to complain of that lack of encouragement which may chill the susceptible temperament of the poet. Perhaps the excessive partiality of his friends, though the triumphs of the future justified their foresight, may have helped to provoke the severity of unkindly critics. Yet many an aspiring and self-confident poet would have given much to secure such universal notice as was so speedily bestowed upon Tennyson. Susceptible he might be; like all refined and original spirits; but nature had gifted him with sterner qualities as well. He had a self-confidence which some pronounced over-weening, and a resolute devotion to his art which rose superior to satire... At one time he seemed to stand at "the parting of the ways"; and a weaker man might have chosen the worse, which would have led him downwards towards lullid mediocrity. Tennyson at that critical turning point gave proof of his good sense and worldly wisdom. On Calverly thought he provided by the stinging criticisms which had provoked him at first into indirect outbursts of temper... He meditated and laboured over his gracefully polished work: each melodious line and measured couplet was the deliberate expression of his feelings; he wrote slowly and published leisurely. The rich embossments of fancy were lapped and pruned his deepest sentiments were solidly secure; the loftiest flights of his philosophical mysticism rarely carried him beyond reach of the perceptions of his intelligent worshippers...

Scanning the portents

From Mr Geoffrey Hall
Sir, The reference (Dr Giles, September 27) to the widespread practice of testing a patient's intellectual faculties by questioning him about the identity of current heads of state reminded me of my father's examination, some years ago.

When asked the name of the prime minister he replied: "I'm afraid I don't know, but I can easily find out for you."

Yours faithfully,
GEOFFREY HALL,
Cleve Cottage,
Milford, Stafford.

Time and place

From Ms Sarah Houghton
Sir, Last Friday, on a bus in Bakes Street, I solved clue 8 down "Sherlock Holmes". I wonder whether your readers have examples of similarly appropriate locations?

Yours faithfully,
SARAH HOUGHTON,
31 Canfield Gardens, NW6,
September 29.

Edited by Matthew May

COMPUTER HORIZONS/1

The drive for better links

Eight leading European computer firms have formed a company to try to help the push towards a set of common standards for linking different types and brands of computer-related equipment. Called SPAG Services...



'It probably means we're in for more violent systems' crashes'

Back to school hours

The shortage of trained people for technology careers has led the University of London to set up a degree course geared specially for non-working parents with children at school. Run by Goldsmiths' College...

Dr Marion Kimberley, head of the mathematical sciences department at Goldsmiths, said: 'Britain desperately needs more technically skilled people. Only about 15 per cent of our young people go on to higher education, compared to nearly 50 per cent in the United States.'

Funding for AI

The Manpower Services Commission is to spend £3.2 million on developing artificial intelligence (AI) systems to help in training. The money, which will be spent between 1987 and 1990, is to go towards projects demonstrating the use of AI in developing training programmes using them.

Developments in artificial intelligence are opening up new training possibilities, said the MSC chairman Bryan Nicholson, but he has warned that Britain's spending in the area was a drop in the ocean compared with the £500 million of the Japanese.

COMPUTER BRIEFING

What's in a midframe?

Sperry, now a subsidiary of Burroughs, has introduced a 'midframe' computer which it describes as combining the operating advantages of a mainframe with the ease of use of smaller systems. It is the first product to use a new chip set developed by Sperry that depends on just six chips to provide mainframe power.

Four models are being introduced, ranging from a single processor - with up to 12 megabytes of main storage and up to eight 170 megabyte disk drives - to a multi-processor system with four processors. Prices start at £150,000.

Electronic PO

The Post Office has made some tentative links with the growing electronic mail business. In a joint venture with the modern British-built Apricot, information is transmitted to a central Intelpost facility, which will then deliver the message in a variety of ways, depending on how much the customer wants to pay.

The keyboards are unusual in that they do not include any alphabetic characters, in the interests of speed, displaying Chinese characters on high-resolution monitors. Brokers can access up to 400 pages of information, using a

Hong Kong gets a £5m Big Bang

By Maggie McLening

As the London Stock Exchange makes its final preparations for the Big Bang financial deregulation of the City at the end of this month the Hong Kong stock exchange is gearing up for a similar change of its own perhaps even more significant for British technology.

The new Hong Kong exchange officially opened for trading yesterday equipped with a £5 million computer system, designed and supplied by Jardine Logica, a company jointly owned by Logica and Jardine Matheson.

The exchange chairman, Dr Ronald Li, says he intends to turn it into the financial centre of Asia, which could make it a permanent and expanding showcase for British technology in the Far East.

The newly-united Hong Kong stock exchange is a merger of the Far East, Kowloon, Kam Ngan and original Hong Kong Exchanges which will have more than 900 dealers.

Unlike the London Stock Exchange, Hong Kong has never discriminated between brokers and jobbers, so its Big Bang exercise hinges mainly on the introduction of computers. Eight hundred booths have been equipped with monitors and custom-built dual-mode terminals designed by Logica's engineering and systems group linked to nine fault-tolerant computers from Tandem.

The keyboards are unusual in that they do not include any alphabetic characters, in the interests of speed, displaying Chinese characters on high-resolution monitors. Brokers can access up to 400 pages of information, using a



The new Hong Kong stock exchange: A possible showcase for British technology in the Far East

teletext-based system, about the top 20 stocks, the current status of every listed stock, and general financial statistics. Response times average three quarters of a second and this has the advantage of not slowing down with more users because it is a broadcast system.

Computerization has been a compromise between technology and tradition. In theory, brokers could run their entire business from outside the building, performing all transactions on line, but the exchange and the securities commission wanted dealers to

remain on the floor and to retain limited hours of trading because they believe this stimulates business. Dr Li says he has no plans for 24-hour trading or developing on-line international connections with other exchanges. He does, however, have plans for various other extensions of the computer system, such as a central clearing system, because this would simplify settlements.

The automatic execution of transactions, in which buyers and sellers are matched in price and quantity by computer was rejected because Hong Kong brokers were wary of committing themselves too soon and typing errors. Automatic matching of the

20 most active shares is, however, under consideration and may be introduced later as an option. The computer system unofficially went live on April 2 because the merging of the four existing independently operated exchanges precluded any kind of parallel run.

Jardine Logica organized 50 training courses, all but one in Chinese, with a test at the end of the statutory 30 hours. Brokers who failed had to undergo further training, but almost all passed first time. Even so, Dr Li decided to wait six months for the formal launch, saying: 'Because it involved computers, we didn't want to have a no-go situation with 6,000 people watching.'

He also plans a secondary market, equivalent to over-the-counter, if it is approved by the government. Handling small investments in large numbers of small enterprises manually was impractical in the past, but Dr Li believes the exchange's computerization could quickly turn this into a thriving area and at the same time assist local start-up companies.

There have already been some spin-offs for British business from this Far Eastern showcase. Jardine Logica has been invited to put in a joint tender with Tandem to computerize San Francisco's Pacific stock exchange, and Dr Li says many other exchanges considering computerization are awaiting the Hong Kong opening with interest.

UK events

- Electronic Point of Sale Exhibition, Barbican, London, today until Friday
Dec User Show, Barbican, London, October 14-16 (01-608 1161)
Computer Graphics Show, Wembley, London, October 15-17
General Practice Computer Exhibition - Medical Computing, Forum Hall, Wythenshawe, Manchester, October 23-25 (021-525 8706)
Appletworld, Business Design Centre, Upper St, London N1, October 29 - November 1 (01-831 6262)
Compec, Olympia, London, November 11-14 (01-821 5555)

- Micros in Design, Design Centre, Haymarket, London SW1, November 12 - December 19 (01-838 8000)
Computers in the City, Barbican, London, November 18-20
British Telecom Network Strategy Conference, Sedgewick Centre, London E1, November 18-19 (01-608 1161)
CIMAP - Factory automation, National Exhibition Centre, Birmingham, December 1-5 (01-831 3426)
High Technology in Education, Barbican, London, January 21-24 (01-608 1161)
Videotex User Show, Barbican, London, January 28-30 (01-608 1161)
CAD/CAM 87, Metropole Hotel, NEC, Birmingham, March 24-26 (01-608 1161)

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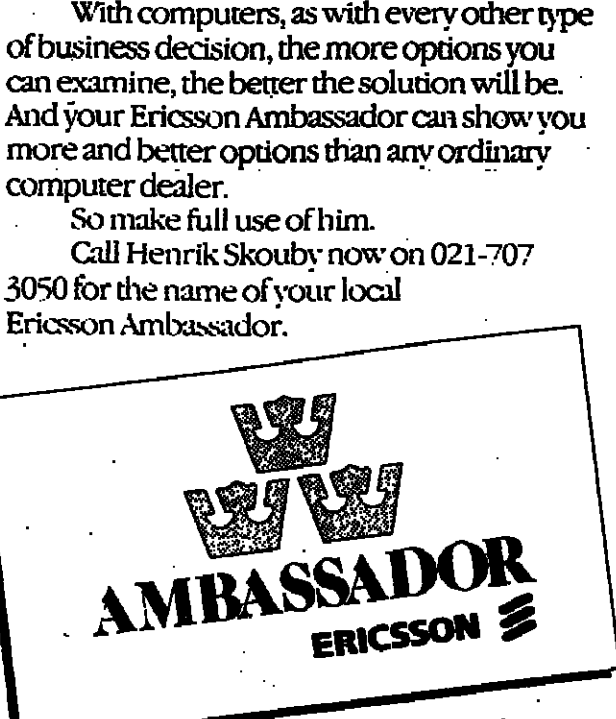
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The tests that help you make that final selection

APTITUDE

By Pat Sweet

Though most people's last encounter with formal testing methods was the 11-plus at school, many computer staff are likely to find that aptitude, ability and especially personality tests will play an increasingly important role in data processing recruitment.

A study carried out in the UK last year by the firm Occupational Services found that 50 per cent of employers use aptitude tests for entrance into information technology careers with a growing number of companies also using psychometric tests to collect information about a candidate's personality as part of the procedure for selecting senior staff.

'For those people who haven't used computer skills before, it's an aptitude test. But it can also be used to test the abilities of people with 10 years' experience,' said Stephen Helms, manager of testing services for BIS Applied Systems.

During the past 16 years it has supplied its aptitude and ability test to 600 customers and now sells 8,000 tests a year. Its test consists of five problems. The first two test the candidate's ability to follow detailed instructions and simple logic in order to make valid deductions.

The candidate then has to manipulate symbols and concepts which have been explained in the style of a programming reference manual. The final logic problems

assess concentration, staying power and accuracy. The recruiting company is then presented with a two-word summary of the applicant's overall performance, an assessment of the speed with which the test was completed and a few paragraphs of text indicating strengths and weaknesses.

A candidate who was unable to sustain concentration on intricate logical problems, for

as such but are designed to measure personality, motivation and interests. Lisa Cramp, a Saville and Holdsworth senior consultant said: 'Five years ago we were asked for a lot of aptitude testing and not much personality measurement. Now we do far more personality measurement. Computing is a classic example of an industry which is changing.'

'It's no longer full of backroom people who just sit and write programmes. There's a lot of stress on communicating with the user and being a good manager. For computing jobs, people are often most interested in how innovative a candidate is, like whether they are prepared to work independently or need group involvement.'

The test essentially asks candidates how they would choose to behave in certain situations. If they have a project to do, do they prefer to plan it all ahead, to plan just the outline, or to take it as it comes?

Lisa Cramp said: 'People often think they are very good at assessing someone, but it won't be an objective assessment. They weigh up their own experience and prejudice, and often come up with a very simple classification - that someone appears confident, for instance.'

All test suppliers point out that a test score should be used simply as another piece of descriptive information to accompany the candidate's track record and interview performance.

Personality tests are becoming increasingly important. For example, would probably not be considered a good bet as a systems software programmer. Some computer companies have now gone on to use tests to measure motivation and management potential. Psychometric test specialists Saville and Holdsworth offer multiple choice style tests which fall into two broad categories. The first measures aptitude and ability which are characterized by a clear right answer and a set time limit. Like many others, they are designed to mimic the job the applicant would eventually be doing. The second group are a set of personnel questionnaires. These have no correct answer

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Advertisement for Ericsson Ambassadors. Includes images of folders labeled 'ADVICE AND GUIDANCE', 'SOFTWARE', 'TRAINING', 'PERIPHERALS', and 'PERSONAL COMPUTERS'.

Vertical advertisement for various computer products including 'Economic', 'Wright Air Conditioning', 'AMSTRAD PC DEMONSTRATION', and 'IBM PC 20MB'.

COMPUTER HORIZONS/2

Economic gamble that paid richly

The spectre of a new brain drain is abroad — a Labour government which, it is argued, could raise taxes and drive out a new wave of fortune-seekers.

But one first-generation brain-drainer back in Europe last week disagrees. David Jackson, the Yorkshire-born president of the Silicon Valley firm, Altos Computer Systems, had far better reasons for moving to the US in the mid-1960s.

For example, the winter of 1963 and a flat in Kew, the prospect of buying a house that wouldn't cost five times his annual salary (£500 at the time), ease of entry into the US and an alavistic impulse that goes back to the days of empire and probably beyond — that Englishmen have always needed.

Holding court at a European conference last month of his 10-year old, \$100 million company, Mr Jackson said: "The brain drain to me was mainly economic — it was a question of salary and what you could do with it."

He was brought up in a mining village near Doncaster and graduated from the Royal



Californian gold: Dave Jackson, Altos president, found wealth outside Britain

College of Science in 1959. An English Electric he was one of 50 graduates serving a two-year apprenticeship. Of the 50, 20 subsequently went to the US.

"The country lost a lot of talent, more than I'd ever realized," he said. But he is dismissive of his own contribution: "Where there's silicon there's brass. You don't have to be brilliant to

British subject and would sooner talk about the sacking of Geoffrey Boycott than the sacking of the San Diego Chargers' quarterback.

"They asked me to become an American, but I said 'No, I'm a Yorkshireman, why would you want to change?'"

But, he said, he couldn't have created Altos in the UK. In 1965 he turned \$2,000 from a stock option into \$40,000 by playing the stock market. "I put \$5,000 into a house, borrowed \$500,000, and started a company," he said.

It was like playing double or quits with your life. You can always start a technology company on no money. In England it's not just the money, it's the attitude that's got to change."

He said that company to another US firm called Perce, leaving himself with \$100,000

after paying back his venture capitalist. "I went back to the UK for a year and looked around to raise some money to start a little printer company, but it was as difficult in the Seventies as it had been in the Sixties."

Returning to the US he started Altos with his remaining funds plus \$10,000 from the banks. "Later a venture capitalist put in \$1 million for 5 per cent of the company," he said.

Mr Jackson admits to nostalgia, saying with one breath that "Palo Alto's got everything I want" and with the next: "It's as English as you can find in California."

"I'd like to set up a European organization for Altos with English headquarters, going public through London," he said.

US chip giants fight off strong Japanese threat

The aggressive stance US semiconductor manufacturers have taken in recent days to thwart their overseas competitors may foreshadow the beginning of a new phase of chip manufacturing.

During the past three weeks, the US semiconductor giants Motorola and Intel have seen major new products evolved from their respective 68000 and 80386 product lines — while they both hit out at the Far East competitors which they blame for lowering the world price for microcomputer processor products.

Motorola's chairman John Mitchell was in Britain last week visiting the company. He said he thought South Korean and other Far East-manufactured chip products have kept down the prices of semi-conductor products in the short term, despite the best efforts of the Japanese government and individual Japanese companies to stop the dumping of their microprocessors on the US market.

Intel, meanwhile, has been battling the Japanese electronics giant NEC in the courts over alleged infringements of its 8086 microprocessor (the same computer processor type used in the IBM PC) in NEC's V20 and V30 microprocessors.

Intel maintains that critical portions of microcode embedded in the 8086 processor were copied by NEC for the design of its V20 and V30 processors which are used in a number of leading Japanese IBM PC-compatible desktop computers.

Last month a US federal judge made an interim ruling on the case — declaring that copyright did exist on the microcode and thus scoring a major point in favour of Intel, which launched the case more than 18 months ago.

Intel is seeking both damages and an injunction which will prevent NEC from selling the V20 and V30 chips in the US. NEC claims that it created the microcode

development ventures with other major firms. If companies become too suspicious of one another over copyright, that trust and co-operation might be threatened.

The issue was undoubtedly not far from NEC's corporate mind last week as negotiations with Honeywell and Bull continued with a view to combine Honeywell's information systems business with that of NEC and Bull.

Large companies are not, however, the only target of US legal wrath. A lawsuit brought by the US chip manufacturer National Semiconductor against the Taipei microelectronics firm United Micro electronics will be heard in late October.

National Semiconductor alleges that the Far East company — which is partially owned by the government of Taiwan — is selling a type of integrated circuit that is similar to a National Semiconductor chip, and thus the company has violated a 1983 agreement between the two firms and improperly used confidential design and manufacturing information.

Again the spirit of Far East-West co-operation will undoubtedly be under threat by the settlement of a copyright dispute in the US courts. And the decision last month to uphold the existence of copyright in microcode is likely to make an important difference to the outcome of such cases.

THE WEEK

By Geof Wheelwright

Independently of Intel and only built-in emulation functions so that the chip could be used in IBM-compatible personal computers.

If Intel wins the case, there could be major repercussions throughout the PC hardware business as the legal status of PC clone machines from several major Japanese business computer makers, including Epson, is brought into question.

Perhaps more importantly for the long-term health of the semi-conductor industry is the effect these legal proceedings will have on the future of co-operative ventures between the world's electronics firms.

NEC, the world's largest manufacturer of semi-conductors, has a long and illustrious history of co-operative chip

PEOPLE

By David Guest

start something in California — you have to be stupid not to."

In many ways Mr Jackson is a model Californian. He jogs, wears open-necked shirts and is worth a substantial amount of money. But he's still a

Pay the right money, get the right staff

From A. Sandman, London NW1

John Taylor, director of Hewlett-Packard's new research laboratory in Bristol, complained in Computer Horizons (September 23) of the difficulty in recruiting the right calibre of staff.

Has it not struck him that low British salaries in the field are the cause. Mr Taylor wants professional staff at non-professional salaries.

He should ignore the fact that British engineers are cheap and pay a decent salary such as American engineers

them available to producer and purchaser alike. Packages which qualify can display the well known and accepted kite mark.

From Alan Benjamin, Director, Cap Group, London

After the ACARD report, headlined recently in The Times as Software Industry Doomed, comes an article in Computer Horizons, The Threat to UK Software (September 16).

The article, like ACARD, again draws upon one segment of the market and confuses it with the success and prospects of the industry.

There will never be a time when applications software is only packaged — indeed as the Computing Services Association recently reported packaged software revenues are declining especially in the US.

System software, that which manages the hardware, is either produced by the manufacturer or by independent companies. The latter are having a tough time competing with the manufacturers but the fact that most hardware manufacturers are not in Britain is not the fault of the British software industry.

Software tools are useful but are yielding productivity gains which are still modest, despite the claims being made, as for some customers design functions are simple, while for others they are very complicated and the tools not yet sufficiently rigorous.

To say that British companies ignore these tools or are complacent is frankly against the evidence. However, the article is consistent with our national disposition for self destruction. Thank goodness it is only fiction and let us hope the investment community misses it.

LETTERS

are paid and he will find recruitment will soon look up. From Mark Mathison, Harrow, Middlesex HA3 8TD

You gave us details of the National Computing Centre software testing scheme in Computer Horizons (September 30). With 2,000 programs available and testing to cost an average £4,000 a piece, the scheme will generate more than £8 million.

However, since testing will take about four weeks, there is a potential requirement for 8,000 testing weeks. There is little doubt that delays will occur.

Even before the scheme has started the NCC has found it necessary to delay issuing certificates until March next year in order to give others in the queue a chance.

While I acknowledge the need for action to improve software quality this scheme must be an inefficient and uneconomic way to address the issue.

A simple and effective solution would be to publish standards under the British Standards Institute and make

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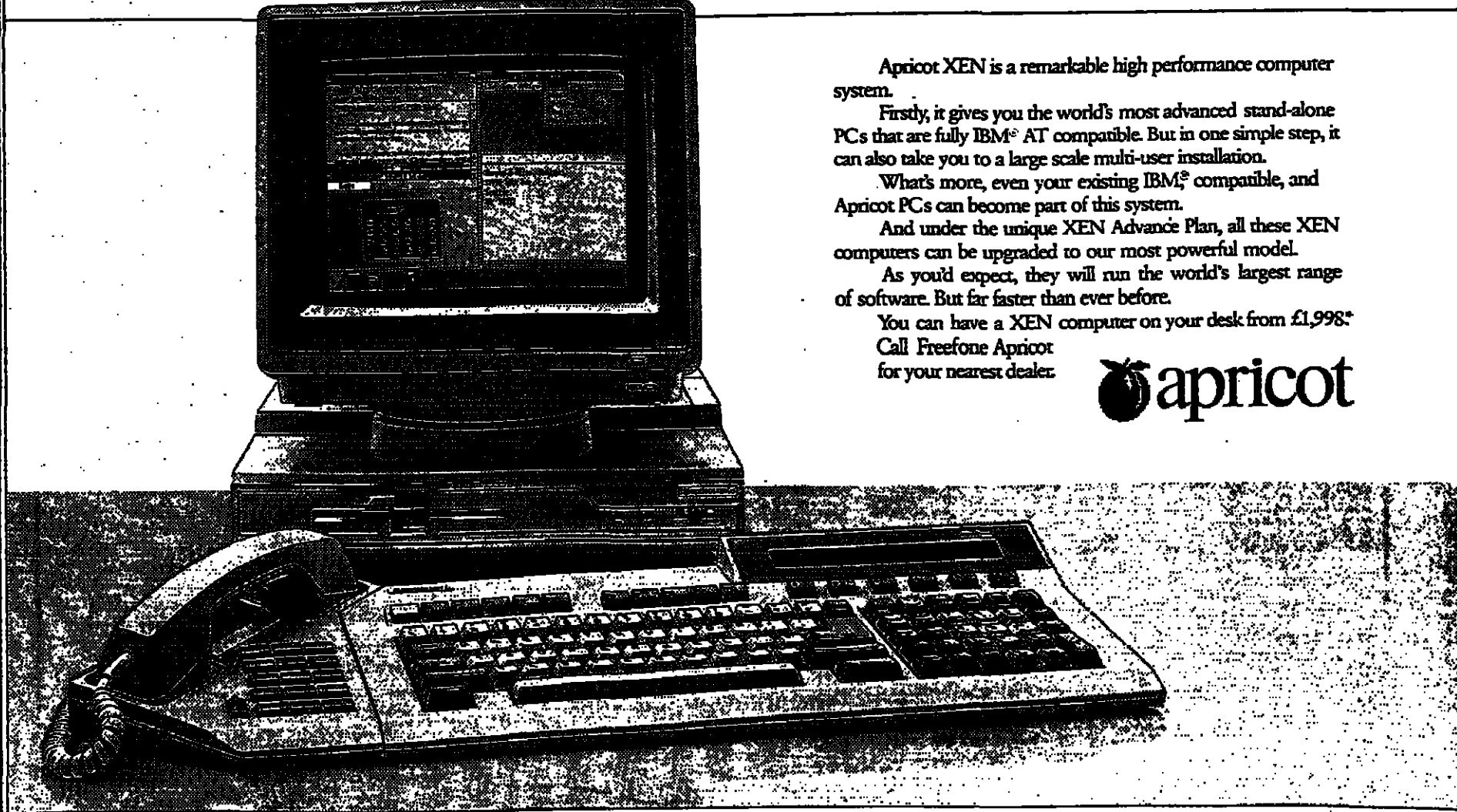


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COMPUTER APPOINTMENTS

COMPUTER HORIZONS/3

The Dee Corporation is a dynamic expanding organisation and one of the country's leading retail groups, incorporating such famous names as Gateway, Carrefour and Linford in the UK. The Head Office is in Buckinghamshire and the group has expanding divisions in Spain and the USA.

Due to a recent promotion, a vacancy has arisen for a professional Computer Auditor to work alongside the Group Financial Auditor at the Head Office. Initial concentration will be on the auditing of systems providing management information to the group. The job offers a high degree of autonomy. Regular travel within the UK and occasional trips abroad are envisaged.

The ideal candidate will be a confident DP professional with a strong systems development background. Computer Audit or IBM experience will be a definite advantage although applicants with other relevant skills are asked to apply. Motivation, a high level of intellect, strength of character and the initiative to work largely unsupervised are essential.

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Suspicious shortages in staff surveys

VIEWPOINT

By William Jacot

Reports and surveys suggest present staff shortages in most fields of computing and predict unfulfilled computer vacancies well into the future. What with the massive infusion of micros into data processing, word processing and management information systems requiring only basic skills to implement them, such trends might seem surprising.

The question needs to be asked if such vacancies are real or perhaps only overplayed by protective data processing departments and recruiting agencies?

Staffing surveys naturally tend to use the existing data processing departments of large companies as their respondent base. The data processing manager is obviously the first port of call for such information and their opinion would be solicited by the professional interviewers.

But without doubting their integrity, what data processing manager worth his salt is going to underestimate his empire with a possible underestimate of current staff loadings and future requirements? And how many managers feel happy admitting they have plenty of staff in their department?

There must at the least be a temptation to exaggerate. The interviewer too has a problem in that there is no data processing manager controlling a staff triangle, who do they approach for an opinion? The decentralization of computing facilities to business functions has dissolved the natural DP chain of command.

Companies whose total distributed computing function may be greater than others with highly centralized

others - but which skills might the trends suggest? The development of software for micros has produced in its wake a need for people to set up and implement database applications in-house, new skills are needed for the user-friendly type software, software houses need such skills also, in order to develop and market systems for vertical markets.

For the larger established computer installations the skill requirements appear to be more traditional: project managers to control events; systems and programming people to maintain existing systems and to develop new systems; specialists to push forward the frontiers into new techniques such as integrating telex, fax, word processing and data processing into the much promised electronic office.

While much of the United Kingdom's computer research and development is now bought-in from eastern parts, there still remains a basic need for these very special skills to push forward the frontiers of computing.

So what's the verdict? While in certain locations, for the largest users, and in certain skills, shortages undoubtedly exist and will continue to do so, the suspicion must arise however - at least until the surveys provide sufficient qualification - that such shortages are neither as great or as permanent as the research would suggest and that the market may be being massaged more for the benefit of others than for those they aim to market.

William Jacot is a member of the Association of Professional Computer Consultants and managing director of DBA Computer Consultants

traditional data processing departments could well be left out of the calculations. Such an apparent contradiction between reported staff trends and the consequences of the micro computer's requirements must be a generalization. How do shortages look within the context of the general trends of business computer technology? Central government, local government, the public utilities, income tax, VAT, health are all now vast data processing empires with armies of staff. In time, these armies too will demobilize, but there is a time lag. The computer juggernauts of yesteryear have still to fulfill their planning and implementation cycles. Reported problems in the computerization of areas such as the DHSS and the DVLC suggest that it will be some years yet before the obsolescent factor takes effect.

The City's own Big Bang, with its sudden and in some cases, hastily planned systems transfers, has resulted in an artificial requirements peak with considerable local effect in London. Specialists in financial applications, communications and security are at a premium. Software products such as the operating system Unix breed their own expertise; the growth of data storage for database developments and the requirements of the Data Protection Act have all influenced staffing problems.

It is reasonable to suggest that there are greater shortages of some computer skills than

PC AND MAINFRAME DEVELOPMENT

ON-LINE DATABASES

CENTRAL LONDON

This major IBM user is one of the World's leaders in the field of information processing for the expanding pharmaceutical industry. Using the latest technology it supports databases which are accessed by clients spread across all five continents. In order to achieve high levels of excellence the following candidates are required:-

TO £16,000

IBM COBOL PROGRAMMERS

Continuing expansion has resulted in the requirement for three IBM COBOL Programmers to join a team working on a range of projects including an on-line database retrieval system. Candidates aged under 30 with upwards of eighteen months experience, a degree (any subject) and the desire for career advancement are particularly of interest. Programmers wishing to move further into analysis are also asked to apply.

IBM PC PROGRAMMERS (PASCAL)

The Company's microcomputer software service requires additional expertise in the form of two PASCAL Programmers. Working on IBM PC XT and AT, there will be considerable involvement in micro-mainframe communications and extensive client service liaison, in order to develop systems to meet the client's evolving needs. Aged under 30, a degree in any subject is required with eighteen months plus PASCAL experience on micros, preferably using MSDOS. Knowledge of Assembler, DBase III, Lotus 123 or Symphony would be advantageous.

Only apply for these positions if you have the genuine desire to make a success of your career in DP. This company provides a fine challenge for the confident professional, the opportunity to acquire new and valuable skills and a salary package which will be hard to beat anywhere. Benefits include annual bonus, season ticket loan, pension scheme, 4 weeks holiday.

Please call 'ICON' on the number below for a confidential discussion. Interviews can be arranged during business hours or at a mutually convenient time. Please note the evening telephone numbers can be called until 10.00 p.m.

6th Floor, Empire House, 175 Piccadilly, London W1Z 9DB Telephone: 01-409 2844 (24 hours)
Evening numbers until 10 p.m. 01-311 8444 03727 22531

SENIOR SYSTEMS ANALYST

We are in need of a senior systems analyst to head a new development of a new automated translation Arabic/English and photostereotyping system. The applicant should have 1A BSc or an MSc in computer science or applied mathematical sciences, 2.5 years experience in the development of in-house systems and the photostereotyping field. Thorough knowledge of both Arabic and English languages. Please contact International Investments & Securities on 01 629 5268.

Putting yourself in the picture

By Nick Hampshire

The old saying that a picture is worth a thousand words has increasing truth in the field of business communications.

Many companies are finding that the latest developments in computer graphics, coupled with falling prices, is making them increasingly suitable for presentations in such areas as financial reports, sales documents, equipment documentation and training or seminar material. Graphics improve, design time is shortened and costs reduced, say the advocates.

Computer generated graphics should also reduce errors, by allowing the presentation materials to be directly created by the individual generating the information, rather than by a graphics designer who may have little idea of what it is he is creating.

The production of photographic slides directly from computer generated images is one of the more recent developments. Standard 35mm colour slides are created using a device like the Polaroid Palette Computer Image Recorder which will take any image generated on a computer screen and transfer it to film.

The equipment is expensive, but for those with a large number of slides to produce from computer screens, it is claimed to reduce the production costs of £20 to £30 for slides of computer screens to £1.

The problems in creating computer generated images for publication and presentation purposes come from two directions. First, the limitation of available software and second, achieving compatibility between a variety of different types of equipment and software.

Compatibility is always a problem, but is particularly severe in graphics generation systems where many of the output devices are uncommon and therefore not supported by the available software.

As an illustration of the compatibility problem a particular package may assume output to a dot matrix printer and a normal resolution display. But to get the required quality, output should be to a plotter. Unless

the original software authors have allowed for this the package could be useless.

The problem is compounded because there is little standardization among devices like plotters - the software may support a plotter but it could be of the wrong type - this could render the software useless.

These problems are being gradually becoming overcome by manufacturers and software houses which are accepting a standard known as the VDI or Virtual Device Interface designed to free the software from having to be configured to different output hardware.

GRAPHICS

Each piece of hardware which could be an output device like a plotter or even a mainframe computer, has its own driver routines which are installed in the operating system when the system is first set up. Thereafter any piece of graphic software which utilises VDI should work perfectly and with no need for individual tailoring to fit the system.

A survey of the market for computer generated presentation graphics by the American consultancy Pacific Technology Associates claimed that in 1985 personal computers were used in the USA to create more than 100 million images for presentation quality graphics. This number is expected to double in 1986.

The actual market for graphics equipment, software and services associated with the generation of presentation graphics is expected in 1986 to be worth \$150 million in the US alone.

The report also looked at the way these images were created and it showed that over 65 per cent of the output was generated on plotters.

A further 30 per cent was generated on graphics quality dot matrix printers like the Epson FX100. Of the remaining 5 per cent, 3 per cent was output on to photographic recording devices and, only 1 per cent on to laser printers a part of an electronic publishing system.

BUILDING FOR YOUR FUTURE

SYSTEMS ANALYSTS LONDON TO £16,500
RETAIN TO IBM + BENEFITS AND RELOCATION
Company: Major IBM mainframe user based in the City utilising the latest technology for both technical and business solutions.
Position: Systems Analysts to be responsible for the development of on-line and database systems - technical, accounting and financial. Confident and professional people are required who can develop and install systems successfully in a business environment.
Experience: Upwards of three years commercial experience on projects using any micro or mainframe. A programming background is not required, however Analysts/Programmers wishing to move further into Analysis are asked to apply. For candidates without IBM experience, full course training will be provided in the IBM environment including DBMS database, COBOL etc.
General: This is an opportunity to meet new life into your career by acquiring sought-after skills, thus creating lasting security for yourself. Benefits include a generous relocation allowance, bonuses, meals etc. REF: ITD 2251

RPG II/III PROGRAMMERS SURREY TO £20k
+BENEFITS +RELOCATION
Company: Our Client is a dynamic and rapidly expanding Computer Consultancy and Software House, with a main office in Surrey and Herts. Considerable growth is planned for 1987 including development of the latest state-of-the-art communication systems in the System 36/38 range.
Position: Programmers are required for a wide variety of applications development on IBM System 36/38 - financial distribution and manufacturing 50% of the work will be on Client site, 50% in-house, which will provide a challenging and interesting working environment.
Experience: Applicants should have upwards of 18 months RPG II or RPG III programming experience, good communication skills and a professional and committed approach. RPG II Programmers may be seriously considered for re-training to RPG III.
General: Promotional prospects are UNLIMITED and early progression into full consultancy is a distinct possibility. In addition, the confident professional will be rewarded with an excellent salary and benefits including a car. A weeks holiday, free BUPA etc. REF: ITS 1056

OUTSTANDING REWARDS LONDON £12k-£23k
FOR EXPERIENCED GRADUATES ON OR OFF VARIOUS SITES
Company: A most successful International Computer Services Company with a varied Client base in the Financial, Technical, Industrial and Commercial fields in the Country and Overseas.
Position: PROGRAMMERS ANALYST/PROGRAMMERS AND PROJECT LEADERS to design, develop and install a broad range of database systems. These vacancies are in the Technical and Development Divisions.
Experience: You must be a GRADUATE or hold a similar qualification with a first class record and practical commercial experience in any of the leading hardware ranges: mainframes, micros or macros. Upwards of 18 months for the Junior Positions and of programming in COBOL, BASIC, C, or PASCAL. Unix experience is an added bonus.
General: These positions are for EXCEPTIONAL individuals who will enjoy exceptional remuneration. In your field, you will be expected to demonstrate initiative, energy and good communication skills as well as innovative ideas. Benefits include pension scheme, life assurance, bonus and car for Senior Positions. REF: ITM 2248

SENIOR MICROPROCESSOR DESIGN ENGINEER LONDON C£15k
NEGOTIABLE
Company: A small dynamic company currently manufacturing a totally new concept. Currently based in the City, the company envisages moving to the Docklands in the near future.
Position: A Microprocessor Design Engineer is required to work on the design and testing of PCBs for in-house products. Having total responsibility for quality control, the position will involve extensive liaison with both manufacturers and Software Engineers.
Experience: Candidates will be qualified to degree level and have sound experience gained in PCB design/testing and quality control. Any experience in PLA, ROM/RAM and logic analysers is advantageous.
General: An ideal opportunity for applicants who wish to gain full product responsibility in a high-tech environment. A generous profit share scheme rarely seen where progression/salary/responsibility will be based on effort/interest. Share option scheme could be available in the future. A real life-style is required so only the best are asked to apply. REF: ITF 2252

MOVE TO BANKING CITY TO £16k
VAX ANALYST/PROGRAMMER SUB. HOUSING
Company: A well established International Bank which recently made a large impact on the City's banking/leasing markets, offers a rarely seen opportunity.
Position: Analyst/Programmer to join a small dynamic department developing bulletin dialing, customer services and general banking systems.
Experience: Candidates should have a minimum of 2 years exposure to VAX VMS systems with programming experience in BASIC or COBOL. Preference will be shown to applicants with a banking or financial background although candidates with pure VAX commercial experience will be given the opportunity of moving into banking.
General: Promotional prospects are excellent for individuals who wish to progress. The banking benefits include low cost mortgage after a qualifying period, pension, annual bonus, medical and the assurance. REF: ITX 2105

MOVE INTO CONSULTANCY SW LONDON UP TO £18k
+BENEFITS
Company: One of the largest and most successful Computer Services Companies dealing with all hardware groups and commercial business application areas, chiefly with computer professionals.
Position: Consultant to be responsible for leading several teams working with IBM, TPMS and other state of the art software within a commercial environment. This position also entails trouble shooting and liaising with clients at all levels.
Experience: 4 years experience gained on the ICL 2900 range from a commercial background. A good knowledge of structural analysis and design with an understanding of IDMS and TPMS preferably from within a Quickboard environment. Training will be given where necessary in Quickboard or Data.
General: This position would suit candidates wishing to move into consultancy and expand their user/client base. Work includes work at client sites and in-house. The variety of hardware employed and the scope of applications can lead to test production and high salaries. REF: ITF 2244

*****SALES*****

SALES EXEC LONDON £40,000 + OTE
NETWORKED IBM PC'S BASE NEGOTIABLE
TIMES TOP 1000 INCENTIVE SCHEME
Company: One of the leading dealers in the UK with a worldwide turnover of £250 million is currently introducing a major expansion programme. To help sustain their record of success unmitigated within the market, a number of vacancies are now available.
Position: Based at the company's new purpose built offices in West London, the brief will be to sell the above business solutions into corporate accounts in London and the Home Counties. Current vacancies include territory sales and account management.
Experience: To qualify for these positions, all candidates will need to demonstrate a sound background in sales/IT and an in-depth knowledge of the micro marketplace. Familiarity with large IBM mainframe PCs is of particular interest.
General: This company firmly believes that salary should be commensurate with success and achievement. To this end, an outstanding incentive scheme has been implemented including tips ahead for high achievers. This together with the excellent earnings potential and the generous benefits package, make this a superb opportunity to further your career. REF: ITY 1660

MOVE TO CAD/CAM VARIOUS £36,000-OTE
32 BIT W/STATIONS LOCATIONS £18,000 BASE
Company: As leaders in the CAD/CAM marketplace with a worldwide turnover of £26 million, the well established and highly successful company is looking to recruit experienced Sales Executives.
Position: Various sales openings exist based in Regional Offices in the South East, the Midlands or the North. You will be responsible for selling into the engineering and CAD/CAM marketplaces.
Experience: Professional and confident you will have a minimum of 3 years successful sales experience. A knowledge of CAD/CAM is NOT essential. However, preference will be shown to candidates with a technical background particularly in the area of software engineering and networking.
General: This is a unique opportunity to join a company that has an impressive background and an exciting future, with new prospects currently under development. Successful candidates will qualify for an outstanding remuneration package including unlimited on-target earnings and a generous range of benefits including: company car, Bonus and pension scheme. REF: ITY 2163

6th Floor, Empire House, 175 Piccadilly, London W1Z 9DB Telephone: 01-409 2844, (24 hours)

Evening numbers until 10pm: 01-311 8444 0245 329592

If you do not see a position that is ideally suited to you, please call as we have found suitable positions for previous candidates within 2 weeks of them contacting us. Call our sales team today, we will endeavour to find you the right job!

Returning to Britain? We are specialists in assisting British Nationals working overseas and wishing to return to the UK.

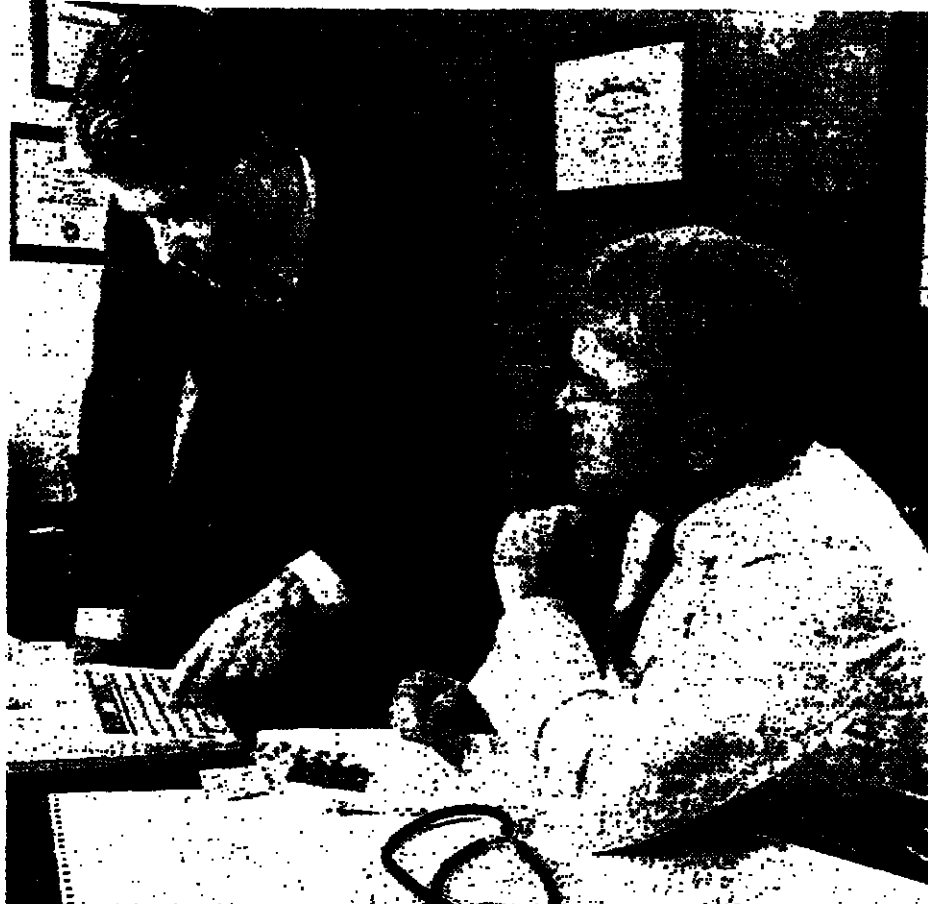
PHS define the product he is to sell. than to the three Rs. or that He will give nothing on

COMPUTER HORIZONS/4

The right pitch for a career in sales

JOBSCENE

By Eddie Coiter
What constitutes a computer sales person? Natural "gift of the gab"? Pleasant presence...



Computer sales people often have a grass-roots background in a different profession

It's the type of image that many people might conjure up if asked to describe someone who sells for a living...

With computer sales being one of the highest-paid jobs in selling, it is not surprising that people involved fit a slightly different profile...

Often the sales person may not enter the computer industry until his or her mid-20s up to mid-30s...

Often the target will be the world of large systems - the lucrative earnings end of the computer sales market...

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Emphasis now on giving solutions

Computer sales people need to be able to plan ahead and project a customer's future needs in line with their own company's expected - and

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Highest-paid selling jobs

Despite the old adage that good salesmen are born, not taught, Mr Thompson believes that only 20 per cent of computer salesmen have natural ability...

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Outsiders can cut data-processing time and money

DP STAFF

Life is changing in several of Britain's computer departments as an increasing number of "facilities management" teams move in to take them over...

Facilities management, or FM, as it's known in the data-processing world, is the name given to the business of hiring an outside company to handle a company's data-processing needs...

It's a relatively new and still controversial method of handling traditional computing tasks, but the savings that it claims are making a fast growing field...

The reduction in costs is normally around 25 per cent, said Mike Hawthorne, sales and marketing director for one company in the field...

Facilities management is different from the heyday of computer bureau services before the advent of the PC which grew out of a need to allow small and medium-size businesses access to mainframe computers and mainframe systems...

Bureaux required companies to send their work in for data-processing, while a facilities management company can replace an internal computing department and provide on or off-site support and back-up to internal company users...

Facilities management has its detractors, who suggest that it's a way that managements can perform a hatchet job on computer departments while maintaining the appearance that it is improving the situation and providing a better, more accountable service for users...

Critics also suggest that while FM does remove the need for companies to extract themselves from directing involvement in choosing and implementing computer systems so they can spend more time on their mainline business, it also opens the

company's data management system to manipulation from an outside company which may know the computing side of things well, but doesn't understand their needs...

The question, of course, is what happens to the existing employed in the data processing departments that an FM team might displace?

Long-term work stoppages from such dissatisfaction could threaten whatever benefits FM would give that firm...

Mr Hawthorne claims that in many cases the staff will either be hired by the facilities management company or find work elsewhere in their existing firm...

It's really what the company decides they want to do. We might agree to take on some of the site for the transfer of responsibilities," he said...

Once the FM team has done its job, only a few of the original staff taken over by the FM firm are likely to stay on the site of the company, they used to work for, having been moved on to other jobs...

Mr Hawthorne suggests that many employees like this way of doing things as they have a higher degree of job mobility and promotion prospects than in an in-house data-processing department as their experience will be wider...

Saving money and cutting the number of people on the payroll are not the only reasons why people look to FM contracts...

Many companies simply find it difficult to keep pace with the changes in computer hardware and software and find themselves distracted from their mainline business while they look at the ways in which they can get the most from their computer systems...

The last group of people you might expect to be enthusiastic about this idea is in-house data processing managers, whom it would appear have the most to lose by the introduction of an FM system...

But FM companies are so desperate for employees with high-level experience at in-house DP departments that they can often spend a lot of time trying to convince computer managers that a better salary and prospects of responsibilities for a number - rather than just one - of the company's data-processing needs will further their careers a great deal more than their current positions...

Job prospects and better salary

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UK Computer Press Awards - sponsored by Hewlett-Packard and THE TIMES

Prizes for the highest standards

The launch of the 1986 UK Computer Press Awards is announced today with entries accepted until the end of this month.

This is the third year of the event, sponsored jointly by The Times and Hewlett-Packard, designed to encourage good standards in a sector with more than 200 publications.

This year there will be eight categories with the addition of a new award for the Computer Press Personality of the Year nominated by the entrants.

Entries for the first seven categories must be based on articles, magazines, pictures or programmes printed or broadcast between November 1, 1985 and October 31, 1986.

Editors may nominate candidates who have worked on their magazines, or journalists may submit entries for themselves.

Entry forms and a complete copy of the rules can be obtained from Horsley Associates, Capital House, 20-22 Craven Road, London W2 3PX (01-462 3347).

The winners will be announced at an awards ceremony at Claridge's on Wednesday, November 26.

William Rushton, the television and radio personality, will present the prizes which include engraved silver trophies, an HP Vectra desktop computer and printer, three portable computers and printers, £1,000 worth of photographic equipment and crates of champagne.

The eight categories are: Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

COMPUTER APPOINTMENTS

PROGRAMMERS/ ANALYST PROGRAMMERS £14,000

An outstanding opportunity to join a progressive software house. Use your IBM mainframe experience as you develop packages in COBOL or PLI with CICS on the client site.

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OFFICE SYSTEMS RECRUITMENT SERVICES

CITY OF LONDON POLYTECHNIC PRINCIPAL LECTURER IN COMPUTER SCIENCE

Department of Computing, Management Science, Mathematics & Statistics

Applications are invited for the above post of academic leadership in Computing and Information Systems within the Polytechnic.

The successful applicant will be responsible for the efficient operation of a new package of Computing and Information Technology modules within the Polytechnic's modular degree scheme.

The new package covers a wide area, from computation theory, through software engineering, database design, distributed systems and commercial architecture, into office automation and commercial architecture. The successful candidate should offer, in addition to an established specialism in computer science, a broad appreciation of developing trends in computing and computer education, and an enthusiasm for the implementation of an up-to-date curriculum.

The successful candidate may be eligible for consideration for a Polytechnic Readership for a fixed duration, although the Principal Lectureship is an established post.

Salary £15,894 - £17,568 (per) - £19,698 (including London Weighting).

Application forms and further particulars may be obtained from the Deputy Personnel Officer (Recruitment), City of London Polytechnic, 117-119 Newnham Road, London EC2A 3DB. (01-253 1038 ext 252), quoting reference 86/151. Closing date for complete applications will be 24 October 1986.

The Polytechnic is an equal opportunities employer.

In Supply, our technical people think like business people.

Business Analyst £15,000 pa

Wherever the Tactical Development Manager identifies the need for change, your job would be to make that change happen, by setting up and resourcing the project team who can deliver the goods, either from ICL's own considerable resources, or through independent systems houses, or through a mixture of both.

Once again, you'd have to satisfy business as well as purely technical criteria, so we're looking for evidence that the systems you've already resourced and managed from design to implementation have made a real impact on the business concerned.

Analyst Programmers £12,000 pa

Working in Supply with ICL is all about results, so we'll be looking for evidence that you can produce them in the form of a system or systems that you've actually programmed yourself, ideally in an ICL mainframe or distributed micro environment. Around 3-5 years should have given you the depth of experience you'll need.

Technical Analysts £15,000 pa

Obviously these systems will rely heavily on real technical expertise, and the men and women who take on these roles will need an unusually creative and innovative approach in order to diagnose problems quickly, and come up with workable solutions.

To make sure that they are, you'll spend a considerable amount of your time talking to users, so you'll need to be able to see their point of view, and speak their language.

We need people to handle these jobs at both our principal locations in Kidsgrove, on the edge of the Cheshire countryside, and Stevenage in Hertfordshire. If you need to move, you'll find that relocation expenses are just one of the many benefits of working for today's ICL.

But even more attractive is the prospect of working on projects whose importance and influence is growing the whole time. Because, what we're doing in the UK today is only a forerunner of what we'll be doing throughout the world tomorrow.

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THE ARTS

Animal passions

TELEVISION

Paradise Postponed (Thames) is an excellent title, reflecting much more of its theme, socialism betrayed, than Animal Farm. If John Mortimer had wished, however, to lengthen it, he could, without loss of alliteration, have added a comma and the words "Parasites Punctual". Many of the characters in the story now unfolding take the earliest opportunity to behave badly, and live off unearned income. Worst is Leslie Timms (David Threlfall), seen last night, in the fourth episode, as a rising property speculator and Young Conservative. He differs from the pigs in Animal Farm by at once admitting his desire to become one of the privileged elite. As the snobbish Lady Grace Fanner (Jill Bennett) says, after Timms has trapped her daughter into marriage, "He's paid us the compliment of wanting to join us". With such swine as Timms gaining power, it is not surprising that the vision of the Reverend Simeon Simcox (Michael Hordern) — a New Jerusalem, British and socialist — remains unrealized. As in his adaptation of Brideshead Revisited, John Mortimer is using in Paradise Postponed the heightened realism at which he excels. His craftsmanship resembles the best Edwardian work, solid but also beautiful. Clothes, motor cars, music (by Elgar), countryside, characters and their sins, all are of the best quality, which is to say rather more vivid than seems natural. They therefore make good television.

James Anderson, interviewed in Famous Last Words (BBC2) by Peter France, sees, as Chief Constable of Greater Manchester, the wreckage of the earth in a less foresty setting. "I've seen this society of ours over the last two decades deteriorate alarmingly", he says, telling us that we need to return to "old-fashioned ideas of right and wrong". He himself, a Methodist lay preacher, hopes one day to be received into the Roman Catholic church.

Christians long ago accepted that paradise on earth is taking longer than anticipated to arrive. It will be interesting to see whether John Mortimer, whose works are full of God, will retain his faith in a socialism which has also been part of it.

Andrew Gimson

A phantasmal presence after the old master

Anthony Caro Waddington/Knoedler

Stephen Cox Tate

Michael Kenny Royal Academy

Helaine Blumenfeld Quinton Green

Angela Conner Browse and Darby

Inevitably the death of Henry Moore must seem like the end of an era, but it does also serve to turn our minds again to the present and future of sculpture in this country. And, though it is only a coincidence, it is a very timely coincidence that at the moment there are a surprising number of new sculpture shows around the West End, several in galleries that we do not associate with sculpture at all.

Pride of place must go to the show, spread over three galleries in Cork Street (two of the Waddington spaces and the Knoedler Gallery), of recent work by Anthony Caro (until October 25). Not only because he is obviously one of the biggest names in British sculpture of the post-Moore generations (he even began working as an assistant in Moore's studio), but also, much more importantly, because this is unmistakably the best show he has made in a decade or so. These days we associate him primarily with his very gaunt, geometrical sculpture of welded steel from the early Sixties, and forget that he began as a representational modeller. But even in the first, most uncompromising abstractions one could, with a bit of imagination, see suggestions of, say, a reclining human figure peeping through. And that phantasmal presence has remained.

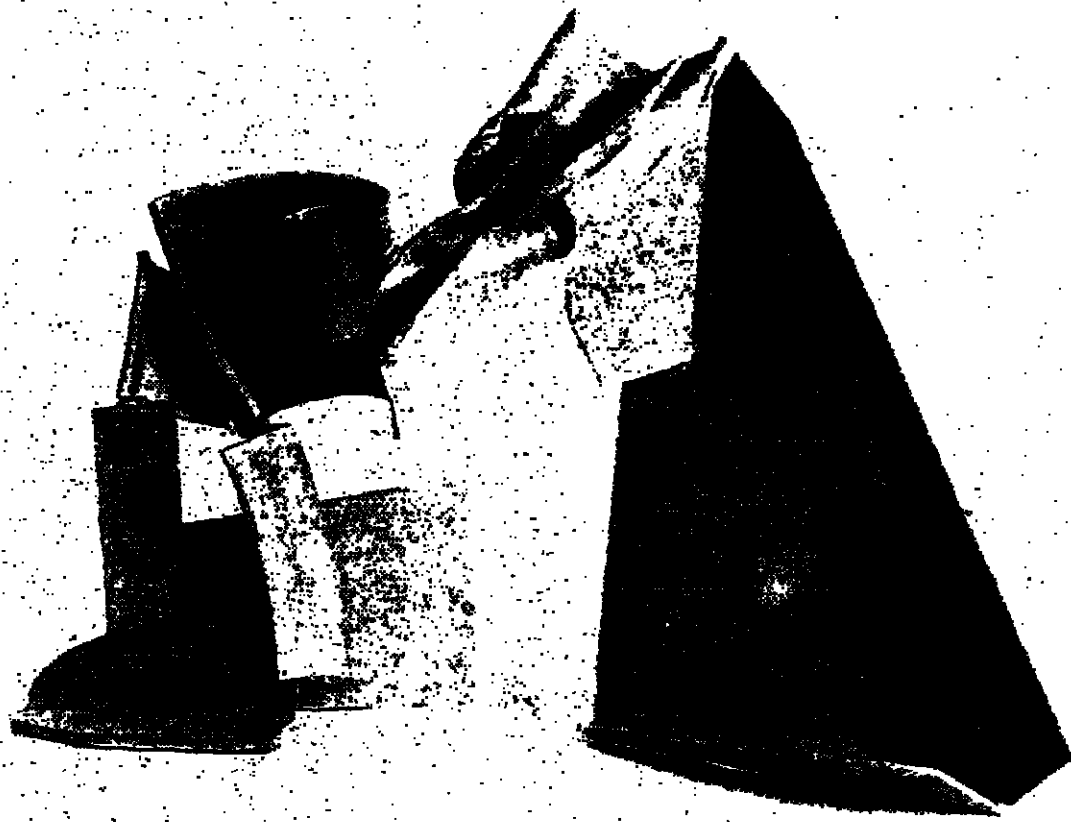
Caro himself has readily admitted that often his work takes some initial inspiration from a representational sculpture of the past. Donatello, for instance, or Classical Greek — even though nearly all evidence of that parentage is effaced except for the artist himself. Aid now he seems to be going a significant step or two further. He has gone back to modelling, and has even produced some graceful, almost ethereal, female nudes mod-

GALLERIES

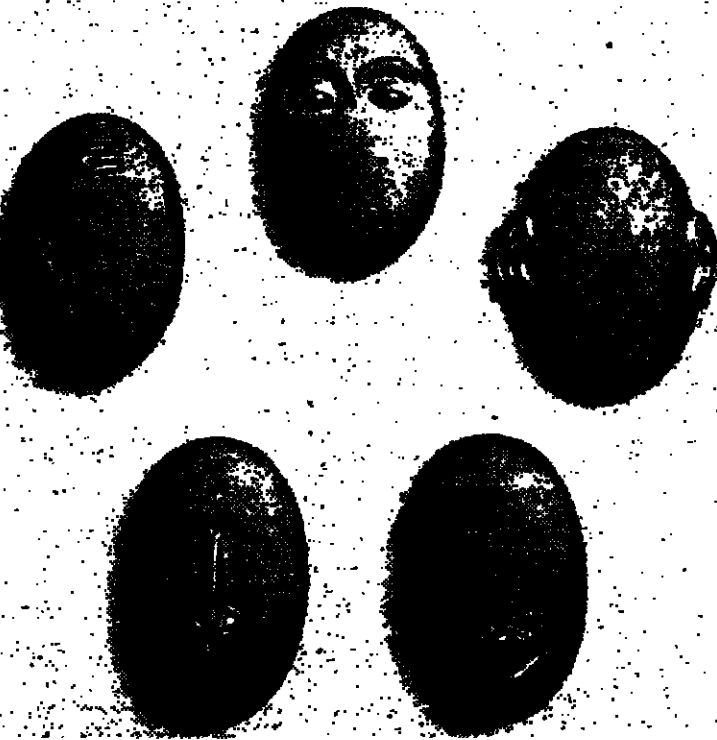
elled from the life: a selection was shown in New Year earlier in the year, but not yet here. The new show in London does, however, bring closer to the surface the representational basis: especially in the series of Variations on an Indian Theme at Knoedler, where the inspiration, an 11th-century Indian sculpture of Flying Female Warriors, is reproduced in the catalogue and is unmistakably present in the Caros, though gradually reducing in perceptibility as the series progresses. These works have a wonderful richness and interior tension. Elsewhere the manner can be monumental, as in the two biggest pieces, Scamander and Rape of the Sabinas, or it can be improbably light and flighty; several of the table pieces not only have romantic titles like Sea Symphony and Solar Wind, but achieve an almost baroque quality as curls of metal, apparently unsupported, fly effortlessly through the air.

Stephen Cox began, in the public eye at least, as an uncompromising abstractionist, and a minimalist to boot. But in the last few years strong representational elements have been creeping into his work also, often in a curiously refracted form, through reference to such precedents as shattered antique wall-paintings or details of baroque sculpture. Last year he too turned to India for inspiration, spending some months out there preparing for a show in the Delhi Triennale which would be mainly conceived and executed on the spot. The show of recent work at the Tate until October 19 is substantially that Delhi show, but with some subtractions and some additions of work conceived in India but completed after Cox's return to Europe.

The Indian influence seems to have been very fruitful, giving him a whole new repertoire of images to work on. The largest pieces, Rock Cut and Thousand Pillared Hall, bear the same sort of relation to fragmentary Indian sculpture that Cox's earlier works did to relics of the Classical world, while in the smaller pieces, particularly the three floor-pieces called Domestic Rituals, he seems to have absorbed the Indian inspiration at a much deeper level, referring more to lines of Indian thought or Indian ways of perceiving than to the more superficial stylistic traits of Indian art. It is a fascinating development in this ever-fascinating artist. And, who knows, it may lead to a more relaxed and expansive approach: if



Representational basis coming closer to the surface in Anthony Caro's varnished steel The Milky Way (1985-86, above); and a fruitful Indian influence revealing itself in Stephen Cox's granite



one could reproach Cox with anything, it might be that he is just that little bit too controlled, too tasteful, too buttoned-up.

Michael Kenny, showing recent work in the still-unrefurbished Diploma Gallery of the Royal Academy until October 19, remains true to his established style: the elegant abstractions are linked by their titles to some outside reality, as here with the three groups called Christ on His Cross. But he too has been undergoing some changes of late: he has

taken to carving stone, and the effect is rougher and bolder than we have been used to in his modelled, assembled or wood-carved work. Also, it must be said, his drawings are so beautiful as independent work that one is sometimes in grave danger of preferring them to the less intimate and manageable sculptures they currently give rise to.

In Cork Street, again, there are two shows by women sculptors that are well worth contemplation. At Quinton Green until the end of the

week there is a modified version of the Helaine Blumenfeld show I wrote about enthusiastically from the new Whitefriars gallery in Coventry earlier in the year. The added works continue Blumenfeld's progression towards complete freedom of form: the extraordinary underwater forms and frills of the newer modelled work are highly expressive, but she also has an astonishing ability to bend the hardest marbles to her will, in fluid, vaguely anthropomorphic forms which change association and significance as one moves round them or as they themselves are moved and rearranged.

Angela Conner, at Browse and Darby until October 25, shows signs of a disturbingly split personality. Her abstract pieces, most of which this time round involve water moving them or flowing through, over and around them, are very imaginative, interesting particularly in their conception but also very effectively realized in the chosen materials, especially stone. On the other hand, her representational pieces, including the new version of the Yalta Memorial in South Kensington and the prize-winning maquette for a large sculpture at Louisville Airport, hardly rise above the level of kitsch. When she is good, she is very, very good, so no doubt we can overlook the fact that when she is bad...

John Russell Taylor

OPERA

Carmen Mariowte Theatre, Canterbury

Robin Lefèvre's new production of Carmen for Kent Opera is the antithesis of Graham Vick's astonishing version for Scottish Opera. Mindful perhaps of the risks involved in doing something daring on tour, when invariably there are only one or two performances for audiences to assimilate new approaches, Lefèvre has opted for convention garnished by some fine detail. That applies also to Grant Hicks's set, a three-sided arcade which converts neatly from town square to café interior through the addition of a few shutters and vines, and then, by a process of subtraction, to a Gothic ruin for the act that takes place in the gypsies' camp.

Overall, however, the drama itself seems a little lacking in passion, partly because most of the principal characters are drawn too squarely. Carmen dominates the fate of herself and others rather than being seen to submit to external forces. But Ann-Mare Muhle sings and acts the part within that framework well enough, with an appropriate, slightly husky timbre, though unfortunately her accent adds to the stiffening effect. Mirella (Meryl Drower) is in both stature and manner a terrified schoolgirl rather than the symbol of constancy, while Escamillo (Alan Oke) is scarcely the sinister catalyst that he should surely be.

Howard Haskin's Don José in fact emerges as the central character. The slightly thin vocal quality he produced early on seemed to promise an anticlimactic end, but in the event he showed that he had plenty in reserve, and he acted throughout with a convincing dignity. This Don José may lack judgement and self-control (just as Carmen does) but he possesses unfailing confidence even when falling victim to Carmen's charms.

The chorus work is musically reliable if choreographically sometimes a little crowded, both with people and incidental detail, as if Lefèvre were worried that he might not have generated sufficient atmosphere. And in the pit Ivan Fischer, with a spruce though smallish orchestra, pushes the score along at a frenetic pace, perhaps forgetting that Carmen is not about feverish passion alone, but about the weaker, destructive side of mankind.

Stephen Pettitt

LPO/Tennstedt Festival Hall/Radio 3

If Klaus Tennstedt's Beethoven is becoming more Mahlerian, as has been argued in these columns, then at least his Mahler is staying very thoroughly Mahlerian, not only in its sweep, of course, but in the way this sweep is made to depend on an intensely felt awkwardness throughout the musical material.

Other conductors will make the first movement of the Third Symphony stride forward as a march beset by obstacles, and it works very well that way. But Mr Tennstedt found sounds of discord and hesitancy right from his cold, bare, slow treatment of the brass harmony on the second page.

There was never any doubt that this was a march for a funeral, nor was there any worry that Mr Tennstedt would overdo the disintegration, in spite of his nice line in toy sonarities up in the treble (a brilliant effect of pointiness in the perfection, used again in the second and fifth movements) and despite too the wide degree of freedom he allowed to his instrumental soloists.

CONCERTS

the end of this first-movement development made Mahler's later interest in Ives seem obvious.

It perhaps comes down to a control of nuance that allowed Mr Tennstedt to make parts of the wait as soupy as he liked while still leaving open the question of whether the feeling here is real or fake. There was a sense of the fantastic display of his command through all the gear-changes of tempo and texture in the complex scherzo, although so many cracking entries and excessively neat phrases gave an effect of contrivance, even self-indulgence, that was avoided in the rest of the performance.

In the Nietzsche song the brass, never quite settled all evening, were more perturbed by the slow tempo than was the warmly persuasive Waldtraud Meier. But in the finale their utterly plain chorales were as pure, grand and fulfilling as the cheerfully detached, almost Vaughan Williams-like string harmony. Together they enlarged the vision of Heaven, brightly introduced by the women of the London Philharmonic Choir and boys from Eton.

Paul Griffiths



Klaus Tennstedt: remaining thoroughly Mahlerian

Jorge Bolet Festival Hall

Only at this recital's conclusion was its predominantly serious, even slightly melancholy air dispelled. That was when Jorge Bolet offered a model demonstration of pianistic virtuosity applied to strictly musically ends: a big-fisted performance of Liszt's Venezia e Napoli, which did full justice to its lyrical as well as its glittering possibilities. In spite of his occasional "old school" grandiloquences, Bolet has never been content with showy facility. His choice was reminded one that he is happiest wrestling with the more profound end of the repertoire.

He began with two of Haydn's most intense keyboard works: the F minor Andante con variazioni and the last Sonata, in E flat. Nowadays one generally hears more pointed, airy Haydn playing; certainly, Bolet used too much pedal at times. Perhaps he was over-compensating for the Festival Hall's dry acoustic, which he is known to abhor. But his obvious concern to keep the dynamic range within classical constraints was admirable.

The technical carelessness which married the sonata's ending was sometimes also apparent in Schumann's Fantasia in C, yet one never doubted Bolet's overall grasp of what this masterly but enigmatic work is about. He emphasized the metrical dislocations subtly, gave well-defined prominence to inner melodies that otherwise tend to be swallowed in the profuse figuration, and played the whole work, especially the final section, with a sweeping sense of rhapsody.

The recital's high point, however, was Bolet's sensitively coloured account of Grieg's G minor Ballade. The work comprises nine variations on a folk-song; it is a quintessential canvas of Nordic gloom, and not heard often enough. Bolet did not eschew its opportunities for more dramatic, lighter fingerwork, but his prime concern was to convey an inevitable movement towards tragedy: the stormy finale and its wistful coda set the seal on a performance of rare imagination.

Richard Morrison

Britten/Tippett Wigmore Hall

Nearly five hours spent mostly in the company of music by Britten and Tippett gave pause for thought as well as a good deal of pleasure. Sunday's extended concert was the first of eight at this hall during the next six weeks which will focus on the chamber works of the two composers to complement the symphonic programmes elsewhere, though the others will be of more conventional duration.

Contrast and concord might have been the theme of the assortment of vocal and instrumental music of which the two guitar works, written for and played by Julian Bream, could yield a fascinating comparison of musical personality on their own. Britten's contemplative Nocturnal, derived from John Dowland, and Tippett's exuberantly rhapsodic The Blue Guitar were both played with a fine virtuosity that reflected thoughtful attention to the virtues of each.

The guitarist was also a spirited partner for Robert Tear in Britten's enchanting Songs from the Chinese, which date from 1957 and beautifully add to the list as well as the spirit of Arthur Waley's English translations. Mr Tear seemed less at ease with the Sitwellian word-play of the composer's darkly tragic Canticle No 3, "Still Falls the Rain", though his piano partner here, Paul Crossley, was impressively assured in Tippett's Sonata No 4.

This most recent of Sir Michael's keyboard works, with its five highly-charged movements, conjures up an expansive sound-world of ideas and sonorities that haunt the listener's imagination long after the music has stopped. They were matched in the context of this programme by the admirable

consort of solo singers who make up the London Sinfonietta Voices, and whose performances of Tippett's "Dance, Clarion Air" and Britten's Sacred and Profane were a testament to the enduring beauties of English vocal writing.

Noël Goodwin

RLPO/Bamert Philharmonic Hall, Liverpool

It has taken some years for Steve Reich's Variations for Winds, Strings and Keyboards to reach Britain, and part of the reason may well be that a recording has less impact than a live performance. The concentration an orchestra needs in order not to lose its place in so many repeated patterns is something that communicates and contributes to the continued tension of the music. In the work's perpetual key-changes a wrongly placed accidental is more audible than in most music, and it takes only a moment's loss of concentration for the rhythmic scheme to lose its bite.

Another gain in a live performance is that it is easier to follow the logic of the changes between and within the rhythmic cycles of 11, 8 and finally 17 beats, and to hear the broader panels more in terms of one of Reich's other declared influences, 12th-century organum.

After Reich's patterns, the patterns in the last movement of Elgar's Violin Concerto might have appeared in a new light. Sadly, however, Nigel Kennedy played as though he had done the work several times too often. He showed no inclination to follow the unusual lead Bamert set in the opening tutti. Too many phrases were played according to his long-established patterns with no sense of reaction to what the Royal Liverpool Philharmonic were doing around him. If Bamert had difficulty following his idiosyncratic tempo-changes it was only too easy to sympathize. One might have thought Kennedy was unwell had he not so cheerfully then played a couple of encores.

David Fallows

Enduring moral obligations

The Representative Citizens', Glasgow

Any dramatic treatment of the Holocaust immediately begs questions — as does judging it on aesthetic grounds. Yet in some ways it can convey more than the documentation of reality to which we have become almost numb by repetition. It is from this point that Rolf Hochhuth starts with The Representative (translated here from the German by Robert David MacDonald).

The play caused great controversy when first staged 23 years ago, Hochhuth using shock to drive home his central point: that we are all responsible for ensuring that atrocities that are now "history" may never recur.

Hochhuth attacks the silence of Pope Pius XII, plus the fact that he made no specific public condemnation of Hitler's extermination of the Jews, through the voice of a young Jesuit, Father Fontana. Fontana's mission to get the Pope to speak out on behalf of the Church, a moral obligation that he feels is greater than anything that may prevent him from doing so, finishes with his own martyrdom in Auschwitz.

Specifically Hochhuth's challenge is to the Pope as the representative of Christ; more generally his challenge is to him and everyone else on stage as representative of mankind (MacDonald emphasizes this by having the cast step quietly into and out of their allotted roles at the beginning and end of his production). While the play broaches now topical issues — the churches' involvement in politics, the question of figureheads speaking out — it is in its general levelling of moral responsibility, its indication that inaction can itself be a decision, that lies its enduring argument.

From the extremely long original, MacDonald has been out the essential line, paring away many subplots to leave the central conflict between Fontana's action and the Pope's apparent inaction. This seems a wise decision, yet in dramatic terms it does not really work, the play sometimes feeling wrongly proportioned. The production too is often stilted and uneasy, some early scenes never getting off the ground.

THEATRE

Those that do work, however, are sharply effective: one such being the confrontation between Fontana (Colin Haigh moving from an earnest young man to a desperate, tortured one) and the Pope, played by Ciaran Hinds as painstakingly colourless and distanced, though politically astute. The meeting at Auschwitz between Fontana and "the Doctor" (Laurance Rudge), whose dark wit and intelligence fail to push Fontana beyond faith, is grotesquely effective. There are strong performances from Mark Lewis as an ashen-faced Gerstein, the SS soldier leading a double life, and Tristram Jellinek, as a resolutely charming Cardinal; but on its first night this uneven production felt very much like work in progress.

Sarah Hemming

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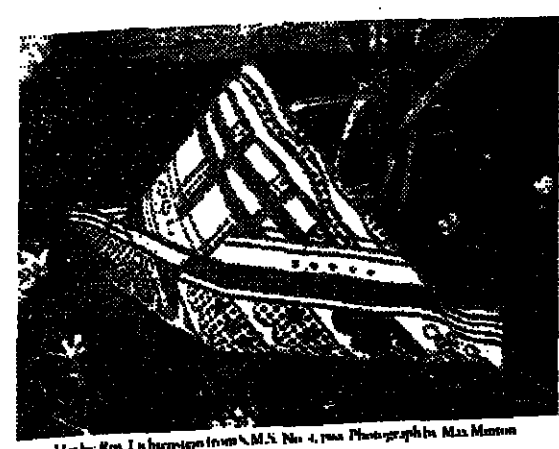
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TUESDAY OCTOBER 7 1986

Executive Editor Kenneth Fleet

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New Opec anger over Britain's independent role

From David Young, Geneva

Britain's continued refusal to co-operate with the Organisation of Petroleum Exporting Countries (OPEC) brought renewed criticism from the organization yesterday. Mr Riwwani Lukman, the Nigerian Oil Minister and current OPEC president, plans to raise the issue with Mr Peter Walker, the Energy Secretary, in London during the next three weeks. He said yesterday: "I must emphasize that unless other non-OPEC exporters contribute their share to our efforts, the recent firming up in prices is likely to be only a temporary phenomenon. Even when some non-OPEC producers accepted OPEC's hand of co-operation Britain remained stubbornly dedicated to a policy of production maximization and non-cooperation in the mistaken belief that a free market is the best approach to a volatile and unstable oil situation."

However, to achieve that goal OPEC will have to extend or improve its present output system. A key issue is Iraq, presently exempted from the system at Iran's suggestion. Iran now wants all 13 members of OPEC to be given a new quota and for that quota to be strictly enforced. Mr Gholamreza Aghazadeh, the Iranian Oil Minister, said: "We still think the price of \$28 a barrel is not a dream but could be a reality. The cuts in production should be the same as now but the main concern is for Iraq's position. They should be OPEC members or not. Their quota should be 1.2 million barrels a day." Saudi Arabia and Kuwait have also indicated that they want the present system, which expires on October 31, to be replaced by a new quota agreement which would increase their production allowances.



Interlink joins USM

Mr Richard Gabriel, above, a former motor-cycle messenger, is bringing his Interlink Express parcels courier service to the Unlisted Securities Market - the 500th company to join - with a price tag of £30 million (Cliff Feltman writes). But it has been a bumpy ride. An earlier messenger service collapsed. Later a fire destroyed all financial records of Interlink and the business almost failed. But now Mr Gabriel, aged 32, is offering 21 per cent of his company through Laurence Prust, the stockbroker, at a price of 185p a share. In the past three years pre-tax profits have grown from £372,000 to more than £2.5 million on turnover of £13.7 million. Interlink has more than 100 depots throughout the country, nearly all operated by franchisees. They collect customers' parcels which are taken by Interlink's own vehicles to a central warehouse. Parcels are then delivered to the depot nearest to the destination address. There are more than 12,000 customers and Interlink claims to have between 5 and 6 per cent of the market, in spite of fierce competition from rivals such as TNT Overseas, Independent Express and Elex - as well as the Post Office. Tempus, page 28

C&W group set to win Japan licence

Cable and Wireless yesterday announced the formation of an Anglo-Japanese consortium, which it believes can win the licence to provide an alternative international telecommunications system for Japan. The members include Toyota Motors, C Itoh, the trading house, a number of Japanese banks, and C&W. Sir Eric Sharp, chairman of Cable and Wireless, said he was confident of being awarded the licence, because of the consortium's "internal and external strengths", which will also be assisted by the international arm of NTT, Japan's dominant domestic carrier. The creation of the consortium, Kokusai Digital Tsushin Kikaku KK (KDKTK), follows a positive feasibility study by C Itoh and C&W. KDKTK, at first a formal Feasibility Study Company, will be the precursor to an operating company. General Motors declined to join the group but already has close links with the main partners. The fast-growing market for international telecommunications traffic in and out of Japan is worth more than \$1 billion (£700 million) a year and will be opened to competition next year. At present there is only one other competitor, led by three of the largest Japanese trading houses - Mitsubishi, Sumitomo, and Sanwa. Yesterday, they were invited to take a stake in KDKTK, which has kept back a 14 per cent shareholding to offer other Japanese companies. Such an arrangement could effectively ensure there are no losers and success for KDKTK. KDKTK, in partnership with Pacific Telecom Cable of the US, is planning to install a new fibre optic cable linking Seattle and Tokyo, to come into operation in late 1989. (PTC is a joint venture between Cable and Wireless and Pacific Telecom, which is the international arm of NTT, Japan's dominant domestic carrier.) Further networks would also be laid to other Pacific Basin countries, including Hong Kong. KDKTK's investment over 10 years could reach \$1 billion. C&W and C Itoh will be the two largest consortium members with 30 per cent each. The others are Toyota Motors (10 per cent), Pacific Telecom International (10 per cent), Fujiitsu (3 per cent), NEC (3 per cent), Hitachi (2 per cent), Merrill Lynch (3 per cent), other Japanese companies (14 per cent), and Japanese banks (15 per cent), including the Industrial Bank of Japan, Daiichi-Kangyo Bank, and the long-term credit bank of Japan. Encircling the earth, page 25

Gold trade resumed

Merrill Lynch, the major American brokerage house, has resumed trading South African gold shares, which are registered in Johannesburg, after a temporary suspension since the US sanctions bill was passed in the senate last week. A company spokesman in London said corporate lawyers had advised the Bill did not preclude trading in shares already issued, but would cover any issued in newly floated gold mining ventures. Merrill is believed to do most of its South African gold share trading in American Depository Receipt form, but uses the South African market when arbitrage opportunities arise. John Mowlem, the contracting and construction company which took over SGB Group this year, yesterday reported £6.7 million pre-tax profits for the six months to the end of June, compared with £4 million in the same period last year. Turnover increased from £197 million to £268 million. The interim dividend was increased by 12.5 per cent to 4.5p. Tempus, page 28

Merger off

The recommended offer for Gilbert House Investment by Letts Green Estate will lapse and Mr N M Wray, a Gilbert House director who now holds 79.97 per cent of shares, will bid 18.875p cash for the outstanding capital. No referral. The proposed acquisition by Chase Corporation of Wingate Property Investments will not be referred to the Monopolies and Mergers Commission.

Output slows

West German industrial production fell a seasonally-adjusted 0.5 per cent in August from July.

Ordnance sale

Vickers has completed its agreement to buy the Royal Ordnance tank business at Leeds. The price will be determined by a formula relating to the net asset value on completion date and an initial payment of £11.2 million has been made.

Damages paid

Our report of the writ issued by Mr Stuart Tarrant against the Wall Street Journal should have made clear that the publishers of the paper are not contesting the proceedings, having published an apology and paid damages to Mr Tarrant.

£50m target

Chesterfield Properties is embarking on a £50 million commercial paper programme through the joint dealers S G Warburg and County NatWest Capital Markets, to achieve savings in its borrowings.

BBN in market debut

Berry, Birch and Noble, the investment adviser, is coming to the Unlisted Securities Market through a placing arranged by Laurence Prust, the stockbroker. One and a half million ordinary shares, representing 25 per cent of the issued share capital, are being sold by existing shareholders for 115p each to produce a market capitalization of £6.9 million. For the year ending January 31, BBN made a total turnover of £3.3 million, of which £2.7 million came from insurance broking and financial services and the remainder from a 50 per cent stake in a micro-electronics company. Pre-tax profits were £597,000. Pre-tax profits for the year ending January 31 1987 are forecast to be not less than £900,000. Forecast earnings per share are 8.6p giving a p/e ratio of 13.4. The company's origins date back to the mid-1960s when it was known as Berry, Birch and Hawksford. Its present identity goes back only to April of this year when it acquired the Lloyd's insurance broking firm of Noble and Wilkins. Mr Derek Berry, the chief executive, says the main reason for the USM listing is to give the company a higher profile, which he regards as being more in keeping with the status of BBN's corporate clients, which include ICI, Marks and Spencer and Texaco. Mr Berry also said he regarded a USM listing as a "stepping stone" to a full listing. He said that acquisitions were probable. It is known that BBN is keen to become involved in the reinsurance broking market.

Move toward equal retirement ages

Most companies will move to a common retirement age for men and women of 62 to 63, according to a survey of retirement and pension practices among 225 employers. Redundancy costs have risen by more than 40 per cent since the Government abandoned the system of refunding part of employers' redundancy payments from the Redundancy Fund. Some 45 per cent of employers questioned said they wanted to remove blockages from production lines or to retire poor performing individuals. Twenty eight per cent included employee pressure for early retirement among their reasons. "Pressure seems likely to grow since 52 per cent of companies said there was evidence of increased employee demand," the survey concludes. Other conclusions are that there has been "a spectacular increase" in the provision of widowers' benefits, more part-timers included in company pension schemes and more generous treatment of early leavers - people who switch jobs, often leaving their company pension scheme behind. Early leavers have benefited in many cases from the practice of abolishing actuarial reductions. Special report, pages 33 to 39

Pressure eases but pound dips

The pound slipped to a new low yesterday but selling pressure was noticeably down compared with last week. The City expects that the Chancellor, Mr Nigel Lawson, will be able to avoid a base rate increase this week. Shares participated in an off-stellar week, analysts anticipate an off-stellar week. The FT 30-share index rose by 17.2 points to 1,251.2. The sterling index fell by 0.2 to 68 yesterday morning and remained steady with some gentle support from the Bank of England. The pound dropped more than a penny to a record low DM2.8654 but was steady at \$1.4395. The money and foreign exchange markets were quiet ahead of today's September money supply figures. Analysts expect a rise in the sterling M3 measure of 3 per cent or more. Now the view is that the increase will be 2 per cent or less - and this will ease pressure for higher base rates. Although the public sector's contribution to the sterling M3 rise in banking September is expected to have been large, probably around £2 billion, analysts anticipate an offsetting fall in bank lending. This is because the oil companies received £1 billion of repayments on advanced petroleum revenue tax last month and may have used this to reduce their borrowings. But dealers still expect a rise will be needed of around 1 per cent. Comment, page 27

British Land plans £100m development

British Land plans to redevelop its Plantation House building in the City of London with two adjoining freehold properties it has bought for £20.2 million in a 750,000 sq ft, £100 million plus development which could eventually be worth £400 million. The company has said Plantation House would be worth £60 million above its present value when redeveloped. British Land would then have a two-acre site in a key location. The company says it may redevelop the site for one tenant.

Consumers run up record £22bn debt

Britain's consumers owed a record £22.56 billion at the end of August while retail sales, although revised downwards slightly, were also at their highest level for August, according to official figures published yesterday. New consumer credit advanced totalled £2.68 billion in August, slightly down on the July figure of £2.72 billion. Bank credit cards - Access and Barclaycard - are now easily the most important source of consumer credit. Of the £2.68 billion advanced, £1.06 billion was in this form. In the latest three months there was a 9 per cent increase in bank credit card advances, compared with an overall rise of 7 per cent in total consumer credit. Traditional hire-purchase credit has fallen behind, although it remains important in, for example, car purchases. In August, £959 million was advanced in fixed sum credit. Retail sales volume was 122.6 (1980 = 100) in August, a rise of 1.4 per cent on July. In the latest three months, sales volume was up by 2.5 per cent on the previous three months, and by 4.5 per cent on the corresponding period of last year. The value of sales this year is running 8 per cent above 1985 levels. Mixed retail businesses, such as Marks and Spencer, selling both food and non-food products, experienced the strongest sales rise.

'Steel demand to fall 2%'

Hard-pressed steelmakers in the EEC face a one-million-tonne fall in demand next year, according to forecasts from the International Iron and Steel Institute. Demand for steel in the world's industrialized nations is expected to be 315 million tonnes in 1987, a 2 per cent drop on this year and 5 per cent down on 1985. These forecasts were announced at the opening session yesterday of the IISI's annual conference in Rio de Janeiro. Mr Lenhard Holschuh, the group's secretary general, said that in spite of expectations to the contrary, the fall in oil prices and the decline in value of the US dollar had not yet stimulated consumption and investment activity in industrialized countries. Steel is suffering from the added disadvantage of being replaced, by many manufacturers, with other materials such as lightweight alloys and plastics. Fewer and longer-lasting vehicles have added to the steelmakers' problems. In spite of Mr Holschuh's predictions, the British Steel Corporation remains one of the most successful of Europe's slimmed-down steelmaking operations and could benefit most from the new EEC moves to liberalize Europe's steel market. Britain accounted for a third of the EEC's 150,000 job losses in the five years up to 1984 and has shed almost a fifth of the 31 million tonnes of capacity cuts since 1980. The BSC last year returned to profits for the first time in a decade and is set to maintain its earnings record when first-half figures for 1986 are released next month. In Rio yesterday, Mr Holschuh said that the outlook for steelmaking up to 1990 showed that capacities would continue to shrink in all leading industrialized countries to 442 million tonnes, a drop of nearly 100 million tonnes on the 1980 figure. But while steel demand is declining in the developed world, consumption forecasts for the developing nations show every sign of increasing. Brazil, Argentina, Mexico, Venezuela, Korea, Taiwan and India all expect a growing demand for steel. Mr Holschuh said the Western world demand of 430 million tonnes for 1990 would be about the same as for 1985. This would be followed by a "modest" growth of 0.7 per cent a year to about 445 million tonnes by 1995.

Hong Kong dealers fail to save face

The Stock Exchange of Hong Kong celebrated its formal grand opening yesterday with a satellite link to the London Stock Exchange and an embarrassingly heavy fall in share prices. The Hang Seng index - which like the FT 30 in London has failed to succumb to a new official Stock Exchange index - fell 49.87 points to 2084.93. Dealers suppressed any desire to save face, in favour of taking heavy profits after a record rise lasting 11 days. The new exchange was first mooted nine years ago. The existence of four exchanges which had been spawned from the old Hong Kong Stock Exchange - and in some cases overtaken it - was hindering the Crown Colony's development as a financial centre. It made supervision harder and deterred overseas companies from using Hong Kong for dealings or quotation in the Asian time zone. The new combined exchange opened for business with a brand new trading floor on April 2, when the old exchanges were closed. Floor trading is fully computerized. But the computer dealing facilities and trading have remained largely on the floor. In London, the new combined exchange will deal in larger stocks chiefly from offices, with floor trading mainly in second-line shares. As part of the day-long celebrations, British Telecommunications had laid on a satellite link between a glittering throng of 3,000 at a banquet in Hong Kong and a glittering throng of about 100 on the 23rd floor of the Stock Exchange tower in London. The former included the chairman of the Bank of China as principal guest. Mainland approval was symbolized by the gift of a plaque. Sir Nicholas Goodison, the London Stock Exchange chairman, interviewed in Hong Kong, said Hong Kong's stock exchange reform reflected the same need to invest in dealing technology. Comment, page 27

MARKET SUMMARY table with columns for STOCK MARKETS, MAIN PRICE CHANGES, INTEREST RATES, CURRENCIES, and NORTH SEA OIL. Includes data for FT 30 Share, US Dollar, Gold, and various commodity prices.

HOME OWNERS PROFIT-MAKER LOAN PLAN ONLY 12.3% APR PLUS an opportunity for a TAX FREE CASH BONUS. Includes details about the loan plan, advantages, and contact information for Nationwide Credit Corporation Limited.

Pressure on krone recedes

Stockholm (AP-DJ) — The Norwegian central bank intervened only lightly yesterday in support of the krone, after significant intervention late last week.

Scandinavian foreign exchange traders said downward pressure on the Norwegian unit receded sharply from Friday when the Norges Bank, the nation's central bank, is estimated to have bought between 4 billion and 5 billion kroner (between £364 million and £455 million) on the open market.

They have succeeded in defending it for the time being, said a senior dealer in Oslo.

Dealers said the krone's basket index, which inversely measures the currency's value, spent most of the morning at around 111.60, compared with its Friday high of 112.25.

One trader said speculative interest in the Norwegian unit is about one-tenth of what it was on Friday.

Traders said pressure against the unit may build toward the end of the week, despite yesterday's calm tone, as the fear of another 10 per cent devaluation by the Government has not yet dissipated. The unit was devalued by 12 per cent earlier this year.

Market analysts blame the currency crisis on doubts about the new socialist Government's ability to manage the economy.



John Walker-Haworth trading carefully

Greater freedom for market-makers in the post Big Bang age

Takeover Panel changes rules

By John Bell
City Editor

The Takeover Panel is to create a new class of market-makers and fund managers who will not be subject to the same rules in takeover bids as their smaller brethren.

The changes mainly affect the new-style financial conglomerates, created in readiness for Big Bang on October 27.

The new category of exempt dealers and investment man-

agers will be free from some of the so-called "concert-party" restrictions on buying and selling shares when other parts of the same conglomerate are involved in a bid acting as banker, broker or financial adviser.

These new "superdealers" will be most closely watched for breaches in the "Chinese walls", the arrangements designed to ensure that price-sensitive information does not pass from departments such as

corporate advisers to others in the same conglomerate.

"Exemptions will be granted on a case-by-case basis," said Mr John Walker-Haworth, director-general of the panel. "We shall be feeling our way but this is designed for those groups who are regularly in the business of advising on takeover bids."

The panel is creating the exempt status for market-makers as it is concerned that the ability to trade in certain

stocks might be impaired because of the forced withdrawal of a big market-maker through the application of the concert-party rules.

This could happen, for instance, when a bid is announced, if the market-maker is part of the same group as the broker or banker advising the bidding company. Under the proposed new rules, when a financial conglomerate is advising a bidder, all dealings as a market-maker will be pre-

sumed to be in concert with the bidder unless the market-maker has been granted exempt status by the panel.

The panel is also changing the rules affecting connected fund managers dealing for clients on a discretionary basis. Once a bid has been made, exempt fund managers will not be automatically regarded as acting in concert and will be able to deal more freely for their discretionary clients.

Pretax profits fall by 24% at Michael Peters Group

By Lawrence Lever

Michael Peters Group, the USM-quoted design, marketing and communications consultancy, yesterday announced a 24 per cent decline in pretax profits — down from £885,000 to £675,000 for the year to June 30, 1986.

The decline had been signposted in the half-year figures, which saw profits drop from £338,000 to £207,000. Mr Michael Peters, the chairman of the company, said it had been "a transitional year for the group".

Traditional activities such as packaging and retail design and new product development "had a very successful year," he said.

However, the company suf-

fered a shake-up in its newly-formed financial public relations consultancy after the departure of its managing director. The public relations company bore the brunt of £150,000 losses when Michael Peters Group started three new businesses.

Other factors contributing to the downturn included losses of £90,000 on a regionally-based promotions company. This has now been sold to a nominal sum. Fixed accommodation and support costs associated with the company's recent move to larger premises were £120,000 higher than last year.

Moreover, the company received a contribution of only £40,000 from Cockade, the designer and constructor of exhibitions, which it purchased for £1.7 million in November 1984.

The company has recruited more staff for its public relations subsidiary and efforts are being made to reduce the seasonality of Cockade's profits performance. The results do not include any contribution from PA Design, which was purchased for £2.1 million in June.

Turnover was £8.9 million (£6.2 million), while earnings per share fell from £885,000 to £675,000. The company is maintaining the 1.6p final dividend which brings the total dividend for the year to 2.6p.

Evered pays £3.5m for John Payne

The Abdullah brothers have taken their Evered Holdings industrial conglomerate back on the takeover trail — but this time the target is much smaller.

Evered is paying £3.5 million for John Payne, manufacturer of process and packaging machinery for the confectionery, food, and tobacco industries.

John Payne has factories in Winchester, Hampshire, and Gainsborough, Lincolnshire. Last year the business made a pretax profit of £920,000.

The company was started in 1975 by Mr John Payne who, with his family, is keeping 90 per cent of the shares being issued to finance the deal for at least 12 months.

Iraq seeks rescheduling of \$500m Eurocredit

Bahrain (Reuters) — Iraq, hit by its prolonged war with Iran and the world oil price slump, has asked creditor banks to reschedule a \$500 million (£347 million) loan to relieve a payments crisis, banking sources said yesterday.

The request comes after it told banks that it was unable to make a principal payment of \$71.25 million on the international bank loan, due at the end of last month.

A preliminary meeting of bankers has already been held in Paris to consider Iraq's request, the first time a Eurocredit has been brought into negotiations to relieve the country's payments crisis, the sources added.

Banking sources estimate Iraq's total debt at \$50 billion, made up largely of short-term

trade financing in the form of letters of credit and loans from Gulf Arab allies, mainly Kuwait and Saudi Arabia.

Iraq's oil exports, its principal source of revenue, have been hit by the Gulf war, now in its seventh year, and by lower world oil prices, which tumbled at one point to below \$10 a barrel from around \$30 late last year.

The country's Eurocredit borrowing for balance of payments purposes has been modest, totalling little more than \$1.5 billion. It borrowed \$500 million in March 1983 and the same amount in October last year.

Although the September 29 payment has not been made, Iraq is continuing to pay current interest, the sources said.

IS THE CITY'S NEW SPECIES EQUIPPED TO SURVIVE IN A BIGGER POND?

On October 27th the level of competition within the City will explode.

(Perhaps that's why its been called Big Bang.)

Membership of the stock exchange has been thrown open to massive and aggressive international financial conglomerates which, for the first time, will be able to compete freely in the City's traditional markets.

And with the abolition of fixed commissions, there is little doubt that the competition will indeed be fierce, if not bloody.

The arrival of so many experienced and financially powerful competitors has caused more than a little concern in the City.

In London major new alliances have been forged between brokers, jobbers, bankers and investment managers.

These new investment bank groups are now better financed, better structured and better equipped to compete in this bigger, more competitive market.

But some pundits still question the ability of many to survive.

One alliance, however, has unquestioned staying power.

Ours at Barclays de Zoete Wedd.

While some may find their resources strained, we have the vast financial, technical, physical and human resources of the Barclays Group to enable us

to compete against anyone.

We also have one of the most envied alliances.

In de Zoete & Bevan, for example, we have one of London's most respected and successful brokers.

They were brokers to British Telecom's record-breaking flotation and, at the other end of the scale, have brought some 14 companies to the USM.

They also have offices in Tokyo, New York and Hong Kong.

And, together with Barclays Investment Management, have funds of over £9 billion under management.

Then there's Wedd Durlacher.

For many years, they've been one of London's largest market makers in both gilts and equities.

And in an increasingly technical market place we expect their experience and knowledge to prove invaluable to clients.

Our merchant bank has an equally enviable record when it comes to innovative banking.

Its development capital arm has, for example, played a key role in the increased use of the management buy out. It has arranged 45 over the last few years, including the employee buy out of the National Freight Corporation.

It is also the leading merchant bank in the new market for sterling commercial paper.

And has an increasing reputation in other areas of corporate finance.

Of course, these are only a few of the resources we'll have to make sure we're as attractive to clients as any investment banking group in the world.

One resource we haven't really explained in detail so far is our parent company.

Or its 4,000 offices in 70 countries.

Or its assets of £65 billion.

Or, indeed, the fact that it's been surviving rather well itself in a bigger pond for some years now.

To find out more about any of the services offered by BZW, please write to the Business Development Division, Barclays de Zoete Wedd, Ebbgate House, 2 Swan Lane, London EC4R 3TS. Tel: 01-623 2323. Telex: 8812124 BZW G.



BARCLAYS de ZOETE WEDD

THE INVESTMENT BANKING ARM OF THE BARCLAYS GROUP

Brother to open US subsidiary

Tokyo (AP-DJ) — Brother Industries, the Japanese maker of sewing machines and typewriters, yesterday announced plans for a wholly-owned subsidiary in the United States to produce electronic typewriters.

The new company, Brother Industries (USA), will be set up in Bartlett, Tennessee, with production starting in June 1987.

It will be Brother Industries' second overseas production base for electronic typewriters, following one in Britain that went into production in July.

Officials said the company decided to establish the US subsidiary because the rising yen had been eroding profit margins of Japanese products sold overseas.

In 1985 Brother Industries exported about a third of 1.2 million typewriters it produced to the US, and suffered significantly because of the yen's strength, according to company officials.

Initial production at the Tennessee plant is set at 150,000 units but may grow to 300,000, they said.

The new company, capitalized at \$8 million (£5.5 million), will start with about 200 employees.

Officials said Brother Industries will send 30 people from Japan to oversee operations.

The company plans to acquire 30 per cent of parts locally.

COMPANY NEWS

● **CARR BOYD MINERALS:** In the year to June 30 consolidated net profit jumped by 184 per cent to Aus\$5.25 million (£2.3 million) on sales revenue sharply higher at Aus\$12.54 million (Aus\$300,000). Earnings per share 10 cents (4 cents). The final dividend of 6 cents (nil) was paid on July 9.

● **MARLING INDUSTRIES:** The company has acquired the goodwill and trading assets of George H. Winstanley, a manufacturer of narrow fabrics. The price will be 680,000 ordinary shares, of which 550,000 have been placed on behalf of the vendor, plus a small further payment, in cash, to be determined by a stock valuation.

● **KWAHL:** Dividend raised to 1.40p (1.25p) for the year to June 30. It will be paid on Nov. 17. Pretax profit £391,586 (£239,651). Earnings per share 3.39p (2.17p).

● **EPICURE HOLDINGS:** The group's Swedish subsidiary is to buy Grimaldi Mekanska Verstaad (GMV) of Sweden and its offshoot. GMV's principal activities are in steel finishing. The price will be 7 million krona (£709,000), with further payments up to a maximum of 13 million kronor, of which 4.5 million kronor will be in Epicure shares.

● **TERN GROUP:** Corton Beach's offer for Tern Group (now Beach Textiles) is unconditional. Acceptances have been received for 41.5 per cent of the ordinary shares.

● **THOMAS WARRINGTON & SONS:** Half-year to June 30 (comparisons restated). Turnover £7.32 million (£6.92 million). Pretax profit £195,000 (loss £391,000). Loss per share 6.49p (13.77p).

● **BOC GROUP:** Cencor Inc and United Education and Software (UES) have jointly agreed in principle with the BOC Group Inc a US offshoot of the BOC Group for the acquisition by Cencor and UES of the Airco Educational Services Division of BOC. Terms were not disclosed, pending certain purchase price adjustments.

● **ASPREY:** An offshoot, Asprey SA Geneva, has entered into an agreement to purchase a long-leasehold interest in 23/24 Albemarle St and 16 A, B and C Grafton St, London, W1, for £4.25 million in cash. The property is being acquired as an investment.

● **NMW COMPUTERS:** First half of 1986. Interim dividend 2.5p (2.4p adjusted). Turnover £5.8 million (£3.17 million). Pretax profit £939,000 (£708,000). Earnings per share 9.9p (7.2p adjusted).

● **BERKELEY AND HAY HILL INVESTMENTS:** The company is to acquire two investment properties from Dominion International Group for £8 million. These properties have been independently valued at £8.4 million and their addition to Berkeley's portfolio, together with the completion of current developments and the negotiation of rent reviews, will produce an annual rent roll exceeding £3 million in 1987. Shareholders' approval will be sought at an EGM.

● **PINECHURCH US GROWTH FUND:** No dividend (nil) for the year to Sept. 30. Gross revenue \$275,603 (£191,000), against \$516,912 (£360,000).

● **GOLDSMITHS GROUP:** The group has continued the expansion of its jewellery division with the purchase of five retail jewellery shops, bringing the total to 103. Total cost was \$969,000 cash.

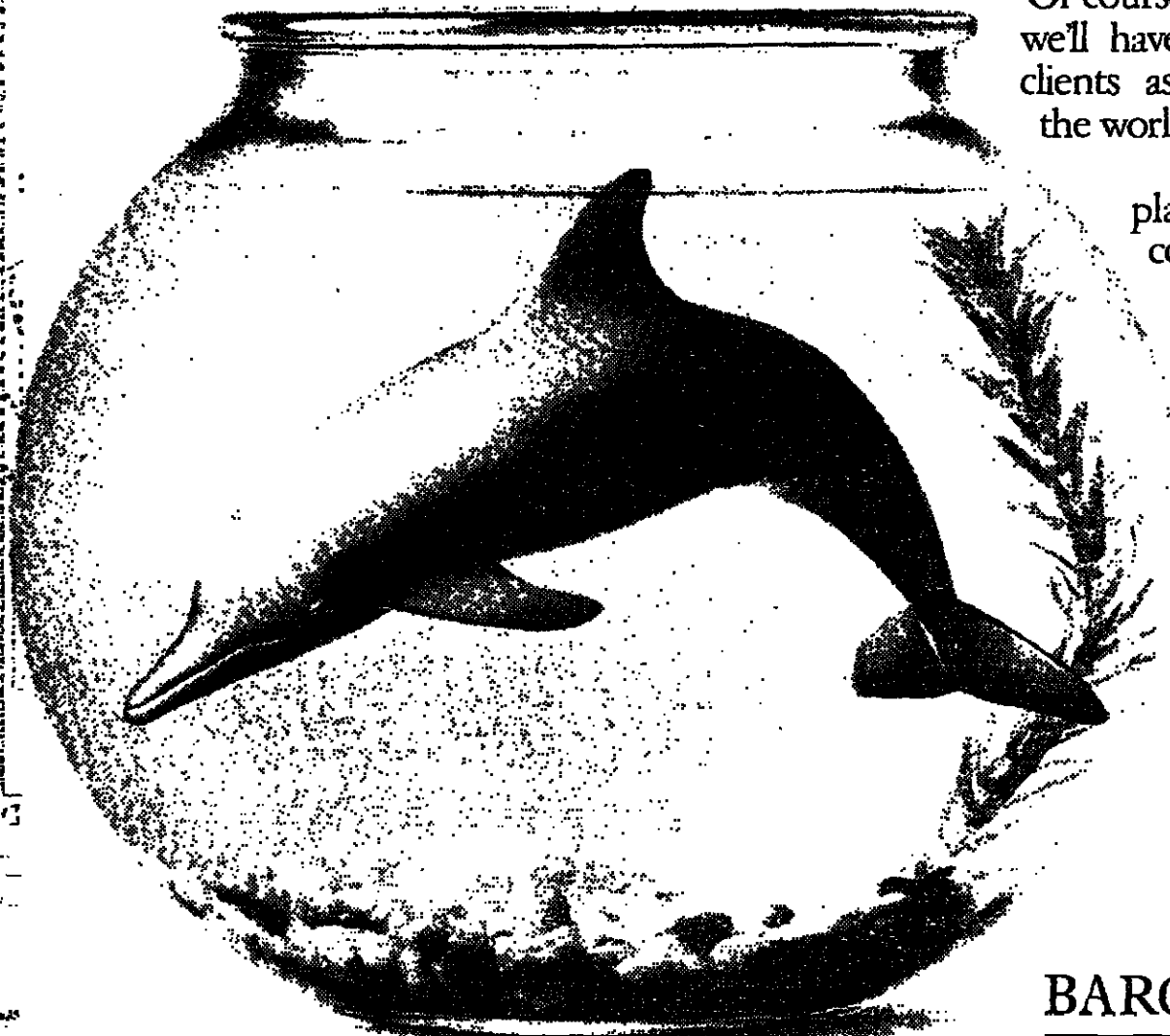
● **FLM:** Results for the eight months to end-Aug. Earnings, before allocation and tax, 78.4 million Swedish krona (£7.96 million), against 87.5 million krona. Sales 2,583.2 million krona (2,386.3 million krona).

● **STOTHERT & PITT:** With figures in £000, results for the half year to June 30 included turnover of 15,657 (17,822) operating loss of 143 (81 profit) and pretax loss of 491 (312 loss). Loss per share was 38.0p (12.2p). The restructuring has continued and as part of this programme the company is reorganizing facilities to suit separate product groups. This has enabled the company to sell part of the underused Victoria Works, Bath. The main cause for the company's decline has been the shortage of working capital as evidenced by the high level of borrowings and interest payments.

● **CHESTERFIELD PROP. ESTEES:** The company has appointed British Land and County NatWest Capital Markets as joint dealers on a £50 million commercial paper programme. Chesterfield is confident that it will benefit from the savings in borrowing costs that can be achieved in this rapidly developing market.

● **BRITISH LANDS:** The company has acquired 36 Fenchurch Street and 1-3 Mincing Lane, City of London, for £20.7 million. The two freehold properties occupy the key corner site immediately adjacent to Plantation House, the company's premier City office building.

● **TURNER & NEWALL:** The company has acquired Tange. The company will operate as a division of Flexitac. Tange manufactures and markets hydraulic jacks, cylinders, the West Midlands. The consideration represents less than 1 per cent of Turner's net assets.



Telecommunications in the twenty-first century

Cable and Wireless makes its bid to encircle the earth

By Teresa Poole Business Correspondent

Cable and Wireless and its fellow members of the Anglo-American Japan consortium plan to lay an undersea cable more than 5,000 miles long from the West Coast of America to Japan by late 1989.

Inside it will be three working pairs of optical fibres, strands of glass the diameter of a hair - which, in theory, will be able to carry 60,000 telephone calls simultaneously.

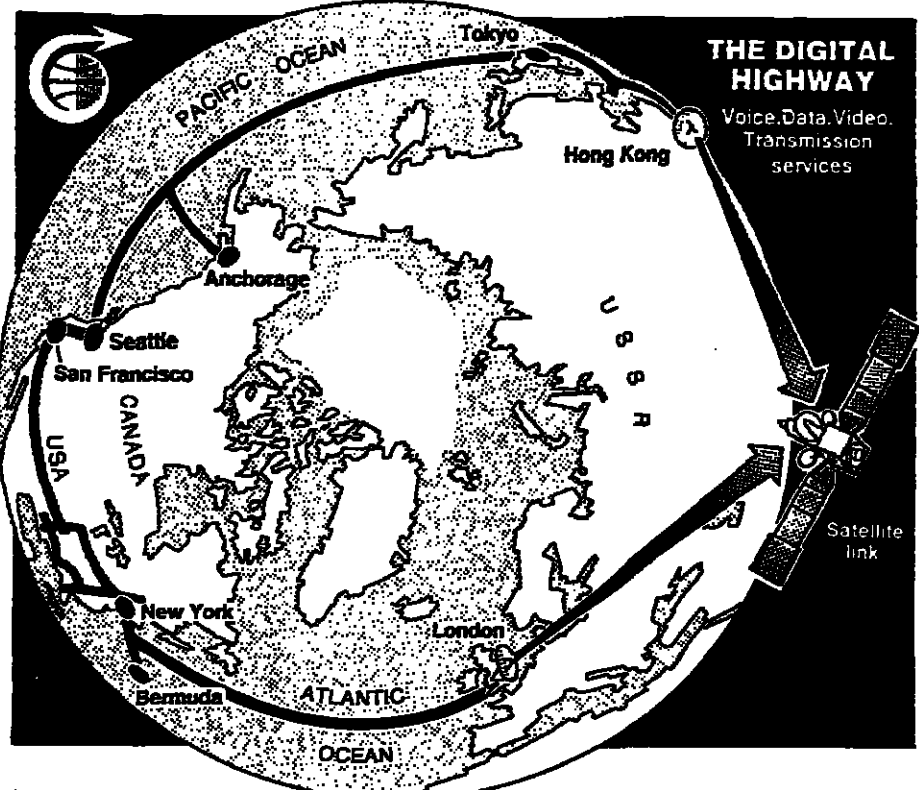
Such is the capacity of modern telecommunications equipment that by the middle of the next decade telecommunications traffic across the Atlantic and the Pacific could be running at ten times present levels without exhausting the facilities presently planned by the world's telecommunications carriers.

For once, capacity is expanding in anticipation of still-undiscovered services and demands. The ability to transmit much greater volumes of information, at much higher speed, and the increasing use of computer information services is expected to stimulate technological developments that will make today's voice and data facilities outdated.

C and W's grand strategy in this revolution is to establish a global digital highway linking the digital economic and financial centres of the world - London, New York, Tokyo and Hong Kong. The formation of the Kokusai Digital Tsushin Kikaku KK (KDTK) consortium, announced yesterday, is a key step towards the goal of girdling the earth with a network of optical fibres.

C and W operates communications services in 27 countries already - a link with its colonial past, when the company owned and ran a large part of the telecommunications facilities in the Commonwealth.

By contrast, the new global strategy is a product of C and W's enthusiasm for the recent policies of liberalization and privatization pursued by the governments of Britain, the



United States and Japan. In particular, the licensing by Japan of an alternative international carrier opens up the Pacific Basin area where telecommunications traffic is growing at more than 20 per cent a year and at a far greater rate for more specialized services such as facsimile.

By extending an invitation to the members of the rival consortium to join KDTK, C and W's group is likely to prove politically acceptable as well as being financially and commercially the stronger contender.

Sir Eric Sharp, the chairman and architect of his company's global expansion, says that the supposition that KDTK will not win the licence does not even begin to float in the back of his mind. "Not only is it one of the biggest but it is one of the most dramatic projects that we have ever entered."

Total investment by the consortium over ten years could reach \$1 billion (£694 million), by which time the value of international telecommunications traffic in and out of Japan is forecast to exceed \$3 billion a year.

Japan is relatively undeveloped in international telecommunications and the new services should greatly exceed growth in telephony.

Sir Eric says: "Japan needs more capacity and it needs capacity of a different order in terms of quality." KDTK would be able to offer leased circuit services by the end of next year using existing Pacific cable and satellites, enabling a customer base to be established in time for the switched services from 1989 onwards.

Investment of around £330 million will be needed for PPAC, the planned state-of-the-art cable, linking Seattle with Tokyo and will be split between Pacific Telecom Cable (a joint venture, in which C and W owns 20 per cent, with the Californian telephone company, Pacific Telesis) and the new consortium.

Assuming the application for the Japanese licence is successful, the cable could be operational in late 1989 and offering a full range of digital leased and switched services. Japan would then become an important international hub in C and W's global highway,

along with the United States and Britain.

Five main elements make up C and W's digital highway, each sending telecommunications traffic to the others and providing a gateway to the next continent.

Japan will feed traffic both East and West and the new cable will be the crucial link spanning the fast growing Pacific Basin area and America. Looking to the West, connection of Japan with Hong Kong and Korea, Taiwan, the Philippines, China and other Pacific Basin countries will follow in the nineties through a further network.

Hong Kong, where C and W runs both the international and domestic telephone companies, through Cable and Wireless (Hong Kong) and Hong Kong Telephone, still provides more than two-thirds of the company's trading profits and gives access to the burgeoning market in China - an increasingly important trading partner for Japan.

After privatization in 1981, C and W was expected to try to reduce its dependence on the Crown colony but instead

increased its stake in the domestic company, thus safeguarding a pre-eminent position.

Several promising joint ventures have already been set up in China including the Shenda Telephone Company in Shenzhen which is profitable already after only two years of operations. Although China is unlikely to be a big earner in the next few years, it is the fastest growing telecommunications market and offers enormous potential.

In the United States, C and W offers a digital highway linking 50 cities coast to coast and which claims to be within reach of 80 per cent of the business population. Through a complex series of agreements, C and W has leased capacity or invested directly in optical cables in 22 states. To the West this domestic network could feed into the planned trans-Pacific cable while New York would provide the gateway for the transatlantic business.

PTAT is the transatlantic fibre cable operation in which C and W is likely to be in partnership with Nynex, one of the largest Bell operating companies in the United States.

About £480 million is to be invested in two underwater cables between New York and Britain, the first to be operational in June 1989.

Nynex's planned takeover of C and W's original partner, Tel-Optik, still needs judicial approval but has secured the financial viability of the project - the first privately owned trans-Atlantic optical fibre system.

As with PPAC, telecommunications carriers such as Mercury and British Telecom will be able to buy space on the cables and businesses will be able to reserve capacity for their own data transmission needs. Price competition is expected to be keen.

On home ground, Mercury Communications, C and W's wholly owned subsidiary, is the only public telecommunications operator licensed to compete with British Telecom. It is building the first all-digital network in Europe and by the end of this year about 30 British cities will have been connected. Mercury offers both domestic and international leased and switched services with direct connections into its network for large business users and connection through British Telecom's local exchanges for smaller businesses and, by the end of the year, selected domestic customers.

COMMENT Kenneth Fleet

Will money supply save base rates?

Not for the first time, 2.30pm on a Tuesday is high noon for the Chancellor of the Exchequer. The September money supply figures may not turn out to be very good but, as long as they are not disastrous, the base-rate wolves may be kept from the door, at least for this week.

The most important monetary indicator this week is, of course, not sterling M3, the pound, or even M0. It is the rate of change of Mr Lawson's popularity within the Conservative Party, as measured by the length, or indeed the existence, of the standing ovation following his Party Conference speech in Bournemouth on Thursday.

The biggest contribution to that, clearly, will be the ability to avoid higher base rates between now and then. Today's money supply figures, for banking September, mark the end of the era. They are the last to be produced on a banking month basis. And, until just before the weekend, expectations in the City were that they would go out with a bang, perhaps with a sterling M3 rise of 3.5 per cent.

Now, following the Bank's announcement of £600 million of taplets late on Friday, and some reconsideration of the figures, the range of guesstimates has come down. The average estimate last week was for a 3 per cent rise; yesterday it had come down to 2 per cent.

There will have been a boost to

broad money growth from the public sector last month. Repayments of advanced petroleum revenue tax to the oil companies, which could not be offset by much extra funding in a dull market environment, probably resulted in a net public sector contribution to sterling M3 of £2 billion.

But the oil companies may have used some of these repayments to reduce their overdrafts, pushing bank lending back towards £1 billion, rather than the near £2 billion which has been the norm for most of this year.

A 1.5 to 2 per cent sterling M3 rise, now clearly a possibility, will not remove the pressure on Mr Nigel Lawson. Indeed, if it resulted, as is likely, in a fall in money market rates, the pound could start falling again.

Yesterday, the sterling index remained suspiciously steady at 68.0, although the extent of Bank of England support needed to achieve this was, in thin markets, negligible. Even so, 68.0 is a new low - down from 68.2 at Friday's close - and is hardly the best point at which to contemplate further the strain on the exchange rate in lieu of base rate increases.

The best guess in the markets is that a base-rate rise will still be necessary but, in dragging things out, the Bank may have succeeded in grinding down expectations. As in January, a one-point rise could be enough.

The eye of the dragon

It is sometimes easier to see more clearly what is going on in your own back yard by looking at the same process taking place far away. Hong Kong's Stock Exchange reforms, symbolically completed by the formal opening of the combined Stock Exchange of Hong Kong yesterday, may seem to have little to do with the complex and accelerating process of change in London, which will culminate in Big Bang three weeks hence.

They stemmed from the chaos of having four separate stock exchanges, as Chinese entrepreneurs split off from the old Hong Kong exchange to form their own. Two of these - the Far East and Kam Ngan - had competed so successfully that their leaders dominate the new exchange. But as technology and 24-hour worldwide dealing grew, internal competition became secondary to the new aim of competing with Singapore, and to some extent Tokyo, for leadership in trading international stocks in the Asian time zone.

To compete successfully in that arena, Hong Kong had to offer all facilities under one roof and a system of supervision and rules that could

inspire confidence in the outside world. Moreover, formal stock exchanges have a common interest competing in the international market against informal and relatively unsupervised networks of banks and securities houses, which are moving from currencies and bonds into shares.

In London's case, there was already internal unity but the sophistication of the bank-dominated Euromarkets posed so big a threat that the Stock Exchange has had to compromise with the international houses grouped in ISRO to achieve the greater goal of a single centralized market. That is one part of the Big Bang. The changes in commissions, the ending of single capacity trading and the move to computer-based trading form the other - raising efficiency to compete on cost and speed.

The problems over the sale of Fiat shares via a Euromarket syndicate showed that stock exchanges still have advantages. But London faces a stiffer challenge than Hong Kong in making its new systems work. Perhaps it should borrow from the East the good luck ceremony of painting the eye of the dragon on October 27.

MONEY MARKETS AND GOLD

Table with columns for various financial instruments and their rates. Includes items like 'Base Rates %', 'Overnight House 10', 'Treasury Bills (Discount %)', 'Prime Bank Bills (Discount %)', 'Trade Bills (Discount %)', 'Eurobank (%)', 'Local Authority Deposits (%)', 'Local Authority Bonds (%)', 'Sterling CDs (%)', 'Dollar CDs (%)'. Rates range from 5.50-5.85 to 11.0-11.5.

Table titled 'EURO MONEY DEPOSITS %' with columns for 'Dollar' and 'Sfr'. Rows include '7 days 5.5-5.75', '1 month 5.75-6.0', '3 months 6.0-6.25', '6 months 6.25-6.5', '12 months 6.5-6.75'. Includes a 'GOLD' section with prices for 'Gold 437.50-438.50' and 'Silver 10.00-10.25'.

Table titled 'EGGD' with columns for 'Eurodollar', 'Euroyen', 'Eurosterling', 'Eurofranc', 'Euromark', 'Eurodollar', 'Euroyen', 'Eurosterling', 'Eurofranc', 'Euromark'. Includes 'Fixed Rate Sterling Export Finance Scheme IV Average reference rate for interest period August 6, 1986 to September 2, 1986 inclusive: 9.800 per cent.'

LONDON FINANCIAL FUTURES

Table with columns for 'Three Month Sterling', 'Three Month Eurodollar', 'Three Month Euroyen', 'Three Month Eurosterling', 'Three Month Eurofranc', 'Three Month Euromark', 'Three Month Eurodollar', 'Three Month Euroyen', 'Three Month Eurosterling', 'Three Month Eurofranc', 'Three Month Euromark'. Includes 'Short Gold' and 'Long Gold' sections.

FUTURES AND OPTIONS

IPE casts crude oil on fresh waters

While most of the City holds its breath for October 27, Big Bang arrives three weeks early for the International Petroleum Exchange (IPE). The IPE today launches two futures contracts which it hopes will establish it as the only exchange where retail and consumers in the oil industry can hedge all their needs.

The two new contracts are in premium leaded gasoline - better known to most of us as four-star petrol - and heavy fuel oil, which is used to fire ships and tankers and consumed by power stations and industry. Respectively, they are derived from the top and bottom quality bands of the crude oil barrel, sitting astride gas oil, which is currently traded on the IPE.

The idea, according to Mr Peter Wildblood, chief executive of the exchange, is that market users will not only be able to hedge a full "paper barrel", but can also take advantage of the changing differentials between the various products pouring out of the refineries.

The launch of the contracts has two refreshing aspects not usually associated with some of London's futures markets. First, the contracts have been aggressively marketed to the press and to existing users of the exchange and potential clients. Mr Wildblood has spent most of the summer leading an IPE roadshow across Europe speaking to refiners, oil traders, ship-owners, charterers and electricity-generating authorities in an effort to persuade them of the benefits of using the new contracts.

Secondly, in the case of heavy fuel oil, London is launching the first contract of its kind, and one which will lead the United States markets rather than following them as is usually the case. One idea coming from across the Atlantic, however, is the open outcry system of business in which traders fight for a piece of the action in a pit rather than dealing across a ring.

With the usual caveats that precede any predictions on new commodity contracts, traders are mildly optimistic of success for the IPE's new ventures. The heavy fuel oil contract is expected to make the better start partly because of its uniqueness and partly because it is backed by a

Richard Lander

FUTURES AND OPTIONS

strong physical market. Hopefully, buyers will use the instrument as a pricing tool. Mr Daniel Carr, a consultant to the IPE, estimates the market for heavy fuel oil in the US at about 140 million tonnes a year, equivalent to about \$7 billion (£4.8 billion) at current prices.

The gasoline contract has a narrower cash market from which to feed and is being launched when demand for the product is seasonally slack. Dealers expect gasoline business to pick up when summer arrives, a time of more leisure driving.

In the face of innate conservatism among moguls of the oil industry who have shown a reluctance to change their trading habits, the IPE has had a struggle to establish itself since it was set up in 1981. Mr Wildblood is now confident that they have seen the light. "There has been a considerable change of attitude across the industry. They have accepted the futures markets as an integral part of the way they trade."

So far this year the exchange has sniffed heady success and dismal failure with both scents emanating from the unprecedented fall in the crude price. The success has come in the gas oil contract where price volatility has seen volume more than double so far this year - a strong omen for today's launch.

However, the depths have been reached in the Brent crude oil contract, which has hardly traded since the "daisy chain" system of endlessly trading cargoes in the European market fell to pieces this year after the huge drop in prices.

Undeterred, the IPE is proceeding slowly with what will be its third crude contract. This time it is determined to ensure that the baby is not abandoned. To this purpose, an advisory committee has been set up with representatives from leading oil companies and crude traders.

No time scale has been fixed for the new crude contract, but several parameters have been outlined. Whereas the first two attempts were based on delivery of small consignments in Rotterdam or for cash settlement, the new crude contract will call on traders to supply 600,000 barrels of Brent at the Salten Voe terminal.

VODAFONE Cellnet EXCELL advertisement. Includes text: 'THE BRITISH PRODUCT SETTING NEW STANDARDS IN PORTABLE CELLPHONES AROUND THE WORLD'. Features a small image of the phone.

THE NEW EXCELL POCKETPHONE

The smallest, lightest, most advanced cellphone in the world.

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"The Pocketphone is the only true pocket-sized telephone of those now on sale in the UK - it is light enough to be the only one you can hold to your ear for more than a minute without your arms getting tired."

"The smallest and neatest of all phones, slim and light enough to fit into a pocket."



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The Pocketphone pack includes: Pocketphone, Mains Charging Unit, Battery-to-Battery Charger, Rapid In-Car Charger, User Directory. Optional equipment includes: In-Car holder, Desk top holder and Wave antenna. PHONE NOW FOR YOUR POCKETPHONE FILE SOUTH NORTH 01-387 5795 061-941 2323

Form for requesting a demonstration of the Excell Pocketphone. Includes fields for Name, Company, Address, and a checkbox for 'Please rush me the everything you've got on the new Pocketphone'. Includes a 'FREEPOST TODAY. NO STAMP NEEDED' stamp.

STOCK MARKET REPORT

Jobbers feel the Big Bang traded options squeeze

By Michael Clark and Carol Leonard

The poor old jobbers were starting to feel the squeeze yesterday as the high level of activity in the traded options market gave them a foretaste of things to come with the Big Bang - now less than three weeks away.

Some of the recent high-fliers among the top 30 shares are certainly giving them sleepless nights. A few of them were up and running again yesterday on bid hopes as the jobbers attempted to cover the huge positions now being built up in the options market.

Weekend comments in The Times were good for another 4p on Boots at 232p, while Grand Metropolitan advanced a further 12p to 433p. The group is expected to announce the appointment of a new chief executive any day now amid growing speculation that it may soon become the target of a consortium bid. In recent weeks analysts have woken up to the fact that Grand Met is the ideal break-up situation. Some have calculated that its break-up value is worth more than its entire stock market value of £3.5 billion. This has obviously appealed to investors wishing to take a cheap three-month view of the situation.

As a result of all this activity in the options market, dealers are now encountering acute shortages in the underlying stock and that could mean big headaches for the jobbers if most investors decided to take up their options.

The position is also becoming serious in Hanson Trust where dealers have reported heavy demand for the entire December series. An estimated 25 million Hanson shares are now tied up in options business. Investors are now aware of the benefits of the recent Imperial acquisition. Quilter Goodison has produced some encouraging figures. The price Hanson paid for Imps was £2.25 billion, and not the £2.8 billion originally mentioned. The sale of Courage brought in £1.5 billion against a book value, when it was part of Imperial, of around £1 billion. Quilter says: "We regard

this disposal as an extremely good deal for Hanson Trust". The Hanson share price rose 3p to 186p. The rest of the equity market scored some impressive gains hoping that the feared rise in interest rates had been postponed for the time being. But the gains appeared to be short-lived. Stock shortages drove prices higher with the FT index of 30 shares rising 17.2 to 1,251.2. The broader FT-SE 100 advanced 18.1 to 1,578.9.

The wealthy Belzbug family of Canada has lifted its stake in Exco International, the money broking and financial services group, to just over 10 per cent after receiving permission to do so from the Bank of England.

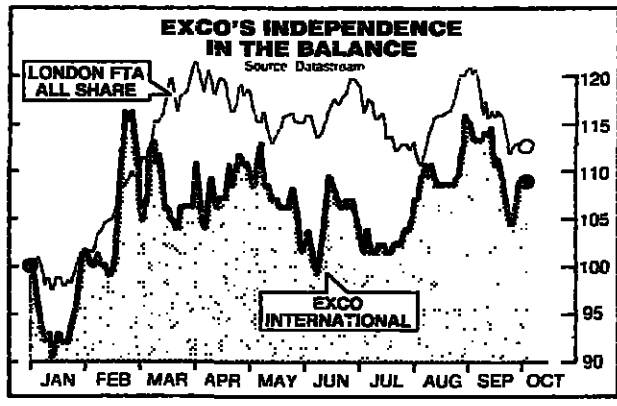
At the last count, the Belzbugs owned 9.8 per cent of Exco through First City Financial Corporation.

Christies, the auctioneer, has advanced 13p in the last week from 255p. The rise has come in the middle of an otherwise dull trading year and when the company is feeling exceptionally vulnerable. Word is that top Christie's men have been in touch with a number of stockbrokers hoping to pep up its City image.

Confirmation of the Belzbug family stake effectively paves the way for Tan Sri Khoo Teck Pua, the Malaysian businessman, to launch a full bid. He already owns about 29 per cent of Exco, but has given assurances not to raise his stake further, unless someone else built up a stake of more than 10 per cent.

Exco rose another 7p to 235p - just 10p shy of its year's high - where the entire group is valued at £550 million.

Experts are convinced that Tan Sri Khoo can draw on enough financial resources to make a bid for Exco, where he already has a seat on the board. But some market observers believe that an auction may develop for the company which already



boasts a place in the front row of London's financial revolution. Either way, Exco is certainly looking vulnerable.

Morgan Grenfell, the merchant bank, slipped 2p to 401p despite exceeding the profits forecast made at the time of its public debut this summer. Interim figures to June 30 revealed pretax profits up from £3.4 million to £51.3 million and earnings per share 10.2p higher at 28p.

The big four high street clearing banks appeared a little firmer after last week's unsteady performance resulting from the prospect of higher base rate charges. But prices at the close were a little below their best levels.

Barclays Bank firmed 2p to 464p as did National Westminster Bank at 509p, after 512p. Midland Bank hardened 3p to 537p and Lloyds Bank, which last week bought the assets of Continental Bank of Canada for £100 million, improved 5p to 412p.

Jaguar, the luxury car manufacturer, went into top gear, accelerating 17p to 545p ahead of tomorrow's launch of its new XJ40 series of executive saloon cars. Analysts are convinced the new car has great potential and should boost profits over the next couple of years. The price of the car at the bottom end of the range is expected to be competitive which should cause problems for the leading manufacturers of executive saloon cars.

Institutional investors were holding back ahead of this afternoon's sterling money supply figures. At the time of the report, M&P, although Mr Stephen Lewis, chief economist at Phillips & Drew, the broker, reckons that it would not be as bad as some have expected, have already been largely dis-

counted among equities. "We could see the market going lower whatever the figures are like," he said. Phillips & Drew is looking for an increase in money supply of 1 1/2 per cent to 2 per cent and a rise in bank lending of £1.5 billion.

"If the Government makes any adjustment to allow for a reduction in petroleum revenue tax it will seriously hit the quality of the figures announced," says Mr Lewis.

In the gilt market short stocks were unchanged while long lost around 2 1/2p, after rising 1/4 early on Monday. Three-month money eased 1/8p to 10 1/2 per cent. The City is now expecting a 1 per cent increase in base rates sometime next week.

Leading the way among blue chip stocks were Thorn EMH up 13p to 469p, ICI 13p to 1097p, Bechem 12p better at 418p, Grand Metropolitan up 12p to 433p, Glaxo 7p to 950p, Courtauld 6p to 283p and BTR 6p to 296p.

The only two to go lower were Blue Circle down 3p to 550p, and Unifac 2p down to 498p.

In the unofficial grey market TSB shares slipped a couple of pence. Licensed dealer Prior Harwin was quoting a middle price of 84p. Dealings are due to begin on Friday.

Oil prices were mixed as the Opec meeting in Geneva got under way. BP, British and Lasso all hardened a couple of pence to 683p, 125p and 120p respectively, while Barmah slipped 3p to 354p, Shell 3p to 908p and Ultramar 3p to 158p. IC Gas, where the long-heralded bid has still to materialize, lost a further 7p to 483p.

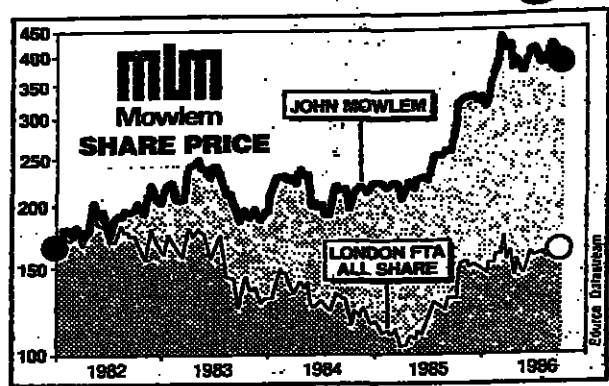
Insurances were buoyant. Pearl climbed 20p to 1458p, Sun Life 13p to 887p, Legal and General 8p to 241p and the Prudential 8p to 792p.

Gilbert House Investments, the property investment and development group listed on the USM, was one of the stars of the day surging 44p to 61p as Mr Nigel Wray, a former financial journalist, revealed that he had acquired 99.7 per cent of the company's shares. News of Mr Wray's intervention boosted its capitalization from £5 million to more than £20 million in just one hour of trading.

The deal has led to him making a general offer to shareholders of 18.875p a share cash, valuing the group at £5.44 million. It is more than £1 million better than an earlier offer from its chairman, Mr Turlio Parris, through his private family vehicle, Letts Green Estate, which now lapses. The talk after hours was that there could now be a Stock Exchange inquiry into the share price movement of Gilbert House.

Consolidated Gold Fields, the mining and quarrying group where Mr Harry Oppenheimer, the South African financier, has near 28 per cent stake, gained another 13p to 604p. The shares have risen from 495p on August 27. Stories of an impending bid from a consortium, possibly including Mr Oppenheimer, are again circulating and some watchers of the stock say that this time they would be true. Any such bid would undoubtedly result in the break-up of the group, which is estimated to have a break-up value of around 720p a share, valuing it at £1.4 billion.

Morgan falls victim to more bad timing



As always, Morgan Grenfell seems to be a victim of bad timing.

One of the big stock market disappointments of the year was Morgan's share issue which, in retrospect, looked extravagantly priced in the context of the existing market conditions. The shares never really recovered from this setback and drifted steadily from the 500p launch price to around 400p.

Yesterday's first set of half-time figures, though better than forecast, did not halt this trend. At the time of the share launch in late June, Morgan forecast first-half pretax profits of £48 million, which was comfortably beaten by the £51.2 million achieved. The figure compared favourably with the £68.8 million profit for the whole of last year.

Morgan is hardly setting a shining example to the rest of the sector in not giving detailed information about its activities - though it may be more forthcoming at the year-end. It claims that the contribution from banking and capital markets operations and investment management was ahead of expectations. Corporate finance must have made a big contribution which may, however, fall away somewhat in the second half.

With healthy profits, and earnings per share at 28p, up from 17.8p at the same time last year, the bank is paying an interim dividend of 3.5p. It may seem puzzling, then, that the market ignored all this and marked the shares down a further 2p to 401p.

Part of the reaction was predictable because under the terms of the share issue a big slice of the shareholdings, including directors and institutional holdings, were to be held until the interims came out. Thereafter they should be sold. Since these shareholdings together add up to 65 per cent of the total, a degree of stock market anxiety is hardly surprising.

The two largest holdings, Willis Faber's 23 per cent and Deutsche Bank's 5 per cent, are highly unlikely to go, however. The smaller holdings are less predictable and some caution is probably sensible.

Beyond this is the worry over Big Bang, now only three weeks away. The timing was inevitable but unfortunate since no institution with any significant exposure to the new markets can escape investor uncertainty.

While Morgan's prospects over the long term look sound, the short term is likely to prove a bumpy ride.

John Mowlem

The brothers Beck are pleased with Mowlem/SGB after last spring's "message". Most of the interim pretax increase of £2.7 million came from six weeks of SGB which is performing ahead of forecast.

Cost savings of £1 million should be secured this year, there is scope for further rationalization. The deal also brings good property development opportunities.

Alfred Booth is holding its own and should sell 1,000 houses this year. Adding to the land bank reduced the pretax contribution but since Booth makes a return on capital of more than 20 per cent this is money well spent.

Technology interests are suffering from a poor American electronics market and a dull outlook for international construction.

Traditional building and civil engineering in Britain is patchy but management contracting is doing well. It remains difficult to get overseas work, but profits from the Falkland Islands airport have still to be enjoyed.

The loss of the Dartford crossing contract was a disappointment but Mowlem should be consoled by the fact that the Docklands STOLport will be a steady and significant contributor to profits.

But to the credit of its young chairman, Mr Richard Gabriel, who also bounced back from the collapse of a motorcycle messenger company he had started, he has built up the Interlink service considerably since then. Pretax profits increased sharply from £372,000 in 1984 to £2.5 million for the year just ended.

Interlink claims to have around 5 and 6 per cent of the market for overnight parcel collection and delivery. It is aiming for 25 per cent within the next three to four years.

The offer for sale of 3,482,500 shares at 185p puts the business on an historic price earnings ratio of 16.8. While it should continue to do well, investors may wonder whether it has enjoyed its best years of growth and whether its acceleration towards the USM signals that it too realizes this.

Table with 4 columns: First Dealings, Last Dealings, Last Declaration, For Settlement. Lists various companies and their share prices.

Table titled 'RECENT ISSUES' with columns for EQUITIES and RIGHTS ISSUES. Lists companies and their share prices.

LONDON TRADED OPTIONS

Large table showing London traded options for various companies like Allied Lyons, BP, Biffaward, etc. Columns include Series, Calls, Puts, and dates.

WALL STREET

Shares push higher in moderate early trade

New York (Reuters) - After a lower start Wall Street shares pushed higher in moderate trading early yesterday.

Traders said stock index futures went to a premium which was the main reason for the turnaround as buy programmes started operating.

Technology issues moved higher with a rebounding IBM setting the pace.

The Dow Jones industrial average, which fell three points at one early stage, was up 6.1 to 1,780.79 by mid-morning.

The transport indicator gained 2.87 at 814.75 while the utilities average was up just 0.06 at 199.88 and the 65

active shares, up 1/4 to 26 1/2. Its shares have risen recently amid reports that the company is a target of corporate raiders.

IBM, which fell 4 1/2 over the whole of last week, gained 2 to 132 1/2. IBM and Intel Corporation will exchange technology.

USX Corporation led the active shares, up 1/4 to 26 1/2. Its shares have risen recently amid reports that the company is a target of corporate raiders.

IBM, which fell 4 1/2 over the whole of last week, gained 2 to 132 1/2. IBM and Intel Corporation will exchange technology.

Table with columns: Series, Calls, Puts, and dates. Lists various options.

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APPOINTMENTS

TCB: Mr Alan Burgess is made managing director and Mr Michael Carrick a director.

Denials Morgan: Mr BC Ralph becomes deputy group chief executive and Mr RS Moore is deputy financial director.

British Shipbuilders: Mr Charles Lambton becomes a part-time member of the board.

World Trading & Shipping (UK): Sir Peter Blaker becomes chairman and Mr Jeremy Metcalfe commercial director.

Vernons Organisation: Mr Vernon Organisation is made president, Mr Kenneth Paul deputy chairman and joint chief executive, Mr Michael Healey joint chief executive and Mr Guy Saugster a director.

A&G Security Electronics: Mr Michael Barton becomes financial director.

Barham Group: Mrs Sheila Kemp joins the main board.

Orion Insurance Company: Mr Norman Smith becomes deputy chairman.

Dowty Group: Mr AN Thatcher becomes group chief executive, succeeding Mr

BASE LENDING RATES table with columns for bank names and interest rates.

INTERLINK EXPRESS PLC Offer for Sale by Laurence Prust & Co. Ltd. Includes financial data and company information.

STOCK EXCHANGE PRICES

Lack of stock

ACCOUNT DAYS: Dealings began on September 29. Dealings end this Friday. Contango day next Monday. Settlement day October 20. Forward bargains are permitted on two previous business days.

Portfolio Gold

From your portfolio card check your eight share price movements. Add them up to give you your overall total. Check against the daily dividend figure published on this page. If it matches you have won outright or a share of the total prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming.

Table with 3 columns: No., Company, Group. Lists various companies like TVE NV, Gen SR, Marks & Spencer, etc.

Please be sure to take account of any minus signs

Weekly Dividend. Please make a note of your daily totals for the weekly dividend of £8,000 in Saturday's newspaper.

Table with 7 columns: MON, TUE, WED, THU, FRI, SAT, WEEKLY TOTAL

BRITISH FUNDS

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

SHORTS (Under Five Years)

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

FIVE TO FIFTEEN YEARS

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

OVER FIFTEEN YEARS

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

UNDATED

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

INDEX-LINKED

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

BANKS DISCOUNT HP

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

BREWERIES

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

BUILDINGS AND ROADS

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

FINANCE AND LAND

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

FOODS

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

CHEMICALS, PLASTICS

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

CINEMAS AND TV

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

DRAPERY AND STORES

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

ELECTRICALS

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

INSURANCE

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

E-K

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

LEISURE

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

MINING

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

L-R

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

HOTELS AND CATERERS

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

INDUSTRIALS A-D

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

S-Z

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

NEWSPAPERS AND PUBLISHERS

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

OIL

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

OVERSEAS TRADERS

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

PAPER, PRINTING, ADVERT'G

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

PROPERTY

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SHIPPING

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

SHOES AND LEATHER

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

TEXTILES

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

TOBACCOS

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

Portfolio Gold

DAILY DIVIDEND £4,000. Claims required for +54 points. Claimants should ring 0254-53272

Table with 3 columns: 1986 High, Low, Stock Price, Dividend, Yield

OVERSEAS TRADERS

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Es dividend in Es at Forecast dividend a 10p payment passed if Price at suspension a Dividend and void outside a typical payment a Pre-merger figure a Forecast earnings in Es other 7 Es (plus a 2c drop of share split 1 for 1) No significant data.

Vertical text on the left margin: 'timing', 'link Express', 'BASE ENDING RATES', '1986'.

Vertical text on the right margin: 'yes-wire', 'aged has Gold rted', 'best, g in', 'ould be, most or a', 'Mr Tom', 'play-ort, a hope', 'her', 'dun via the', 'of was at wnt-ing', 'the nit-on less me', 'th', 'a cr-iss the for to ge', 'in as'.

THE TIMES UNIT TRUST INFORMATION SERVICE

Main table containing unit trust information, including columns for fund names, managers, and performance metrics. The table is organized into several vertical sections, each representing a different category of unit trusts.

UNLISTED SECURITIES

Table listing unlisted securities with columns for company names, prices, and other financial details. The table is organized into several vertical sections.

INVESTMENT TRUSTS

Table listing investment trusts with columns for trust names, managers, and performance metrics. The table is organized into several vertical sections.

COMMODITIES

Table listing commodity prices for various goods such as metals, grains, and energy. The table is organized into several vertical sections.

**Private
enterprise
about to
open up the
biggest
opportunity
since
Moses
parted
the
Red
Sea.**

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biggest
opportunity
since
Moses
parted
the
Red
Sea.**

The Channel Tunnel will be a vital link in Europe's communications in the 21st century.

It will take high speed passenger trains, freight trains and shuttles specially built to whisk cars, coaches and lorries across the Channel to the Continent.

You and your car will be able to cross the Channel at speeds of up to 100 mph. With the handbrake on.

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LEGAL APPOINTMENTS ALSO APPEAR ON PAGES 41 & 42

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The billions waiting to be paid out

The value of assets held by British pension funds has risen at a staggering rate to £157 billion at the end of 1985, compared with £10.6 billion in 1971 — a 15 fold increase in 14 years. Assets at the end of June, after a further rise in world stock markets this year, have been estimated by Phillips & Drew Fund Management at £182 billion.

The increase has been fuelled by buoyant stock-market conditions and the growth of the industry. People are living longer, requiring more to be invested on their behalf, and both state and company pension schemes have been growing in size and sophistication.

In 1963 pension funds owned 7 per cent of British equities compared with 10.6 per cent owned by insurance companies, 9 per cent by investment trusts and financial companies and 1.2 per cent by unit trusts. Institutions owned a total 27.8 per cent of UK equities.

By 1985 the institutions' share had risen to 62 per cent and pension funds had outstripped the rest owning 30 per cent of the total against insurance companies at 22 per cent, investment trusts at 6 per cent and unit trusts at 4 per cent.

The largest component of pension funds has remained in the private sector at about 60 per cent, but public-sector funds relating largely to nationalized industries have grown at a slightly faster rate.

The largest funds in existence are those belonging to the nationalized and recently

privatized industries. Postel, the combined Post Office and British Telecom fund, is the largest of the lot by far with assets under management worth an estimated £11 billion today.

Other major funds include the British Rail and the Electricity Council's pension funds worth an estimated £5 billion each. British Gas weighs in at about £3.8 billion and British Coal at £4.4 billion.

The rising scale and complexity of the funds have persuaded some trustees to put at least a proportion of their assets out to external management. British Rail in August disbanded its in-house

management team and parcelled out the fund to six investment managers. The six were Warburg Investment Management, Morgan Grenfell Asset Management, Prudential Portfolio Managers, Robert Fleming Investment Management, Phillips & Drew Fund Management and Martin Currie, a small Edinburgh investment firm.

Private pension fund trustees have acted similarly. The most noteworthy example so far is Unilever, the Anglo-Dutch soap to margarine giant, which announced in September that it was farming out its £1.6 billion pension fund.

Performance of the funds is

all-important to trustees and ultimately to pensioners, but investment patterns have varied widely over the years according to interest rates, inflation rates and government policies.

The abolition of exchange controls in 1979 precipitated a strong rise in overseas investment from 3 per cent of assets in 1979 to 14 per cent by the end of 1985.

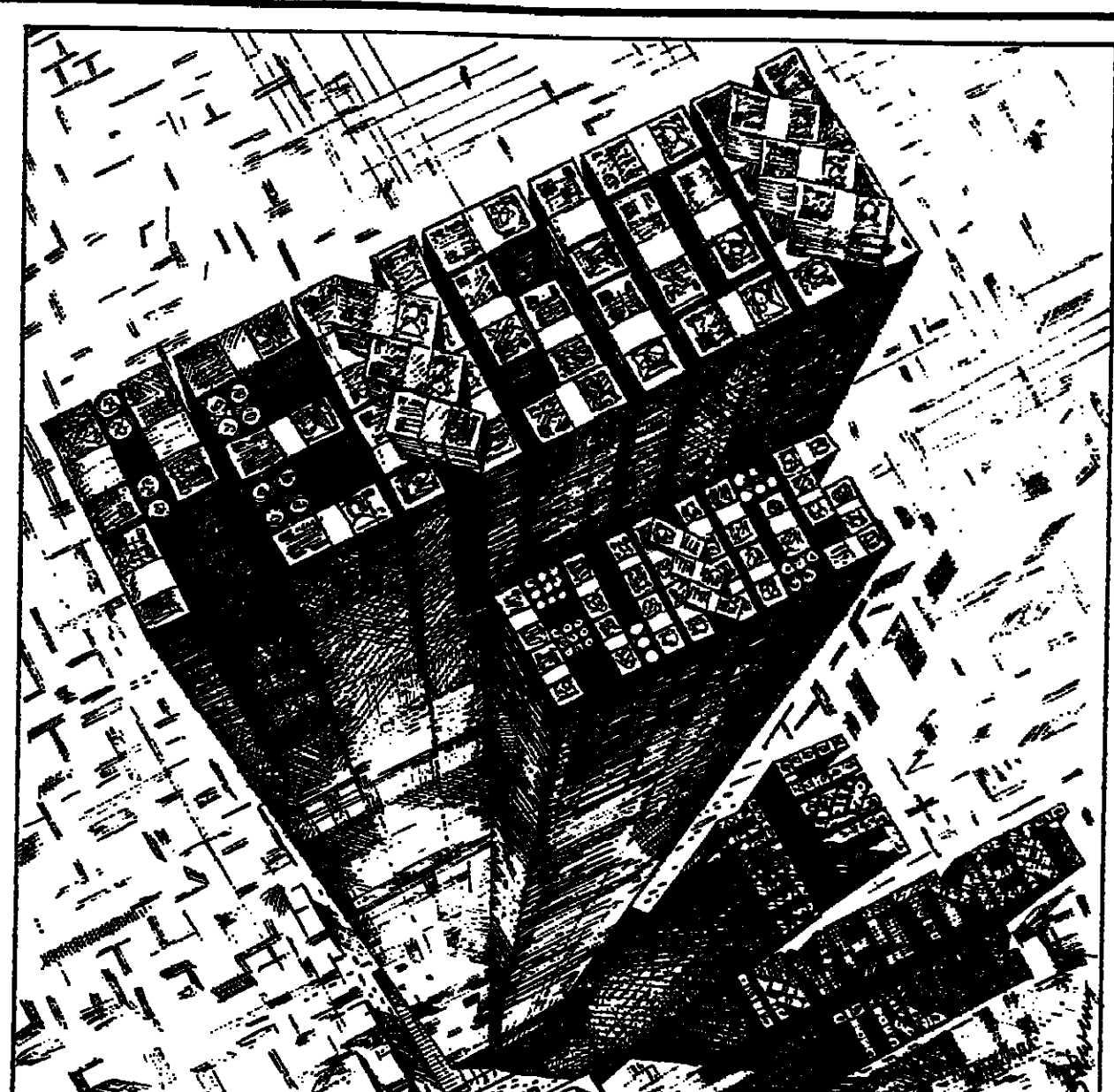
The weighting in gilts has fluctuated in line with fluctuating interest rates. In 1962 gilts accounted for a hefty 33 per cent of pension fund portfolios. They fell to a low of under 12 per cent in 1972, reflecting rising interest rates and a low level of net investment.

The Government's funding of public spending during the 1970s by issuing gilt-edged stock pushed gilts up to 26 per cent of pension funds by 1979, since when they have fallen to 19 per cent at the end of last year.

Cash reached its zenith at 20 per cent of assets in 1974, as other investment sectors lost their attraction following the secondary banking crisis and property crash. The weighting in cash has subsequently slipped to around 4 per cent in recent years.

The 1980s have been a particularly fortuitous time for pension funds, but the good times cannot last, the pundits say.

Over the six years 1980-1985, the average private sector pension fund return was 21 per cent a year against annual wage inflation of 10 per cent. The 11 per cent premium was unprecedented for such an extended period, according to



Pension Fund Indicators, a study by Phillips & Drew Fund Management published in June.

The 1980s contrasted sharply with most of the previous 20 years. From 1963 to 1979 the average private pension fund return was 8.2 per cent compared with 11.4 per cent wage inflation, a pension fund deficit of 3.2 per cent.

British equities in 1980-1985 rose 26.2 per cent a year compared with retail price inflation of 7.9 per cent annually.

Though the 1980s have

been exceptional, British equities have provided a real return over a longer period. The average return on the All-Share Index from 1963 to 1985 was 14.3 per cent, giving a real return ahead of price inflation of 5.5 per cent a year.

Overseas investments have proved a mixed bag for pension funds. The 1980s — the time of greatest overseas investment — have provided better returns paralleling the improvement on the British stock market.

The six years from 1980 to 1985, for example, have provided an average annual return of 24.6 per cent, marginally less than the 26.2 per cent return on British equities.

Overseas investment by pension funds has fluctuated according to external conditions. Investment rocketed to £1.7 billion, or 27 per cent of pension fund cash flow, in 1982. It then slumped to £300 million, or 4 per cent of cash flow, in 1984 as pension fund managers shied away from what was seen to be an overvalued dollar. The bear market for Japanese technology stocks, which had been a

key area for UK investors, also caused the decline.

Investment overseas recovered in 1985 as previously neglected Europe suddenly came into favour. Pension funds discovered the attractions of the German economy and its undervalued currency compared to sterling.

In the early years following the abolition of exchange controls, investment overseas had been concentrated in technology in the US and Japan, specialist consumer and oil services in the USA and natural resources in Canada and Australia.

As life expectancy increases and wage expectations continue to rise, the amount of money channelled into pension funds can only rise too.

Alison Eadie

INSIDE

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The returns on overseas investment have been calculated in sterling, but without taking account of currency hedging. Many British pension funds, for example, hedged against the strong dollar in 1984 and 1985 and hence enhanced their returns in 1985, when sterling appreciated by 20 per cent against the dollar.

The high returns of the 1980s, which have allowed huge surpluses to build up in many pension funds, are not expected to last. Phillips & Drew expects real returns against price inflation to revert to the lower level of 3 to 5 per cent in the long-term.

The real return over wages is expected to fall to an average 1 to 3 per cent a year.

Government legislation embodied in the Social Security Acts of last year and this year has increased the transferability of pensions and afforded protection to the early leaver. The new right to

The money put into the funds can only rise

personal and portable pensions will put competitive pressure on company pension schemes and their managers, because employees now have a viable alternative.

The Government's encouragement to competition among pension providers — for the first time banks, unit trusts and building societies will be allowed to provide personal pensions savings schemes — will do nothing to diminish pension-fund dominance of investment.

As life expectancy increases and wage expectations continue to rise, the amount of money channelled into pension funds can only rise too.



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PENSION FUND MANAGEMENT/3

The key professionals

Martin Baker examines the role of the trustee, the stockbroking adviser and the actuary

The smooth running of any pension fund requires the concerted efforts and skills of a variety of professional people.

The investment managers of course ensure that the fund has a worthwhile value. They do this by investing on advice from stockbrokers. The apportioning of members' shares is done by a special administrative committee, from time to time helped by trustees. The scheme will have been constituted by a special trust deed, the rules of which can be changed only with the greatest difficulty. Solicitors will have been involved in creating the scheme.

Accountants must audit the trustees' report on the scheme's financial health, and actuaries will be involved in predicting the future performance of the fund and how the existing capital wealth should be treated.

We examine the role of three key professionals in any pension fund, the trustee, the stockbroking adviser, and the actuary.

Trustees
The trustees may be a collection of individuals or a limited company (a corporate trustee) whose board of directors will act as trustees. Another possibility is the Trust Corporation, which is a corporate trustee with a special capital make-up as prescribed by the Trustee Act 1925. This type of trustee has certain extra powers, notably a more free hand in property transactions.

The trustees make the investments for the pension fund. It is they who have the power over the money within the fund. It is they who decide how it should be spent. Their hands are fairly tightly bound by the Trustee Act 1925 and the Trustee (Investment) Act 1981, which defines certain types of permitted investment in broad and narrow range. The idea is to prevent the trustees' taking too great a risk with the pension fund's money.

Frequently the panel of trustees will include a representative of the work force, if it is a company scheme.

The running of the scheme is a matter of fairly gruelling routine for the trustees. One obvious difficulty is the establishing of the entitlement of each and every subscriber to the scheme. Seemingly simple matters such as establishing the age of contributors can present complex problems if birth certificates are lost or are in a foreign language.

Another duty of the trustee is to ensure that the correct amount of pay has been deducted from the contributors' salary (the vast majority of pension schemes require the employee to make a contribution). Fortunately for the trustees, this duty can be, and normally is, delegated to accountants.

Delegation is the key to many a successful trusteeship. The trustees will usually meet quarterly, or perhaps just twice a year. Most of the day-to-day work will be done by committee.

According to the latest survey of the National Association of Pension Funds (NAPF), 57 per cent of pension schemes are piloted by individual trustees, while 38 per cent have corporate trustees set up specially within the

company group structure. Just 5 per cent of pension schemes are managed by external corporate trustees.

Investment advisers
The management of pension funds is divided between the in-house managers of the larger schemes, and the external advisers, who can be investment bankers, brokers or belong to the nebulously defined group of "consultants".

The trend is definitely away from in-house to external investment advice. Developments at both British Rail and Unilever have taken these huge funds into the open market. British Rail's fund, for example, is valued at £4.5 billion. Estimates of the cost of the fund's externally pro-

monitoring device such as Wood Mackenzie's service.

Most trustees meet with their investment advisers every quarter, although some trustees can find keeping the appointment quite difficult. All too often the trustees' consultation meeting with their investment management is shunted to the bottom of the list of priorities.

Cynics would say not. Large organizations have their own internal politics, and the cost of remunerating a fund manager (assuming the corporation is prepared to pay market rates to attract worthwhile professional skills) would put that employee in the position of being far better paid than many superiors. Hence, said the cynics, it is politically expedient to pay far more to outsiders as the price of not upsetting the domestic apple cart.

Those funds which are farmed out are usually entrusted to more than one investment adviser. Advisers will be used in one of two ways by the pension fund's trustees. The first system is a straight-



forward advisory procedure: the board of trustees will meet the advisers, sit down and talk investment policy.

They may even go so far as to discuss which individual shares should be bought. The advisers will then go away, while the board of trustees makes the final investment choice.

An increasingly popular method is to entrust the investment adviser with full discretion over the fund.

Naturally there are occasions when the investment manager finds a need to do some justification of the decisions taken. Many will insist on an independent voice at the meeting — an actuarial assessment of performance, or perhaps an investment

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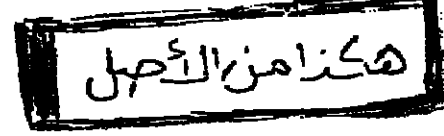
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*Source: The W M Company, PLC

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FOCUS

PENSION FUND MANAGEMENT/5

When the Big Bang finally goes off

The City has never had so many sore throats. One of the inevitable consequences of the Big Bang has been an explosion in explanations and negotiations both between institutions and by institutions to their clients.

Pension-fund managers have had to negotiate with brokers over commissions, with clients over fees, and internally, in the case of the conglomerates, to huff off their asset-management side into discreet areas untouched by conflicts of interests.

Big Bang is only part of the story. The Financial Services Bill, presenting it becomes law next month, will next year give birth to a whole host of rules which will govern, among other things, the way in which fund managers must handle their client's affairs.

How the Big Bang and the investor protection legislation will affect pension fund management is a huge and to some extent speculative subject. People have pretty good ideas of the changes that will take place but ex-

actly what will happen, and for how long, are open questions.

On this page we set out the views of three different types of business in pension fund management: the independent investment manager, the subsidiary of a conglomerate and the merchant banking investment manager. We also have one of the regulators outlining a few areas which will be of concern to pension fund managers.

It is important to realize that none of the people interviewed is presenting a definitive view, merely a few ideas of where they see the changes occurring.

Moreover, our focus has been on discretionary management of other people's money — not on the large pension funds which manage all or part of their own assets.

As well as the interviews, a few basic terms are defined.

Lawrence Lever



Experts at the centre: John Gittings of Touche Renneart; left; Keith Percy of Phillips & Drew Fund Management; Kate Mortimer of the Securities and Investments Board; Graham Cass, of Baring Investment Management

Fixed fees

John Gittings, the director of Touche Renneart Pension Fund Management, part of the Touche Renneart investment management house:

One of the more visible ways in which the Big Bang will affect us concerns fees. Historically some of the participants, like the brokers, have offered a free service because they could take their reward through the commissions they earned on bargains.

For the others there were two fees bases. Clients could pay a lower fee, what we term a "dirty fee", and it would be understood that the investment house gained the benefit of continuation and aggregation.

Alternatively, they merely paid a higher fee — a "clean fee" — and reaped the benefits of continuation and aggregation. Most of our clients opted for a lower direct fee.

With the advent of negotiated commissions, most of the independent houses will be agreeing a fixed rate of commission for their transactions with particular brokers.

Those clients on the clean fee will pay less because they will be paying the same fee, but lower commission.

There has been a discernible increase of the proportion of pension-fund assets being managed by independents. The independents will be increasingly regarded by pension fund trustees as desirable investment managers.

I also think that there will be an "outflow" of talented fund managers from the conglomerates to the independent

investment managers. A lot of the new arrangements will not be comfortable for those within the asset-management section which is considered something of a poor relation within the conglomerates. It is often viewed as less exciting than the broking or market-making side and generally a less significant contributor to their profits than say broking or market-making.

The independents could well provide the sort of environment that investment managers prefer. They may want to work for an organization where asset management is top — and sole — priority.

As for our own dealing arrangements, it looks as though we will be placing the bulk of our business through brokers on an agency basis — particularly those brokers with good research capabilities.

Next, dealing capability is going to become even more important. Not only will there be a lot more market-makers around to deal with, there will also be negotiated commissions.

Finally, you will need access to unbiased research or an unbiased approach to biased research. There is no doubt that research is becoming more biased. The large players will receive a lot of research and will produce their own.

As for costs, apart from the half per cent cut in stamp duty, there is no doubt that dealing costs will fall, although by how much and for how long, I do not know.

Our profit is related solely to the performance of Phillips & Drew Fund Management, so

there is no financial incentive linking us to the overall performance of the company. In addition, there are no common directors between our board and that of the market-making company. We also have our own separate dealing team.

To benefit from Big Bang you need four attributes. The first is the financial muscle to command the best prices.

Second, you are going to need highly experienced fund managers — share prices in the Alpha stocks, where most of the business is, are going to be much more volatile.

A fund manager will have to obtain his client's agreement if he wants to put him into issues in which his company has been involved. There are also rules requiring disclosure of, and the seeking of permission for, deals involving associates.

We have not yet worked out which rules will apply to in-house pension fund managers. Pension schemes negotiated with insurance companies in such a way that the funds may be merged with the company's life funds do not come within the scope of the Financial Services Bill.

Best execution is not always going to be easy. It may be that the comfort factor will lead many investment managers to use an agency broker. It will be easier for us, however. If you have a centralized dealing desk where all our dealers are *au fait* with the prices in the market, it is easier to know where the best prices are.

Without centralized dealing one might want to stick with an agency broker.

As for conflicts of interest, we value our reputation and the brokers we deal with value theirs. It all comes back to people and their integrity. You simply cannot legislate for that. If a broker "stuffs" us with stock which his market-maker is long on, he will only stuff us once. That is the sanction available to us.

LL

Words, names that matter

Big Bang is journalistic shorthand for wide-reaching changes that will take place on October 27 — and really for one of two which have already happened. Not to be confused with the Financial Services Bill, although it often is.

Technically Big Bang takes in two events. The abolition of fixed commissions charged by stockbrokers on transactions in equities and government securities (gits), and the introduction of dual capacity, which will allow jobbers and brokers to do each other's jobs as well as to continue doing their own.

Other developments should be viewed alongside Big Bang, and if you want to you can see them as part of Big Bang, too. No one has a monopoly on the definition.

These are the opening up of the Stock Exchange to non-members and allowing outsiders to own 100 per cent of Stock Exchange firms. Both of these have already happened however.

Big Bang's origins lie in a challenge by the Restrictive Trade Practices Court to the Stock Exchange's rules.

Financial Services Bill
This creature was born out of a series of investment scandals

and a subsequent review of our investor protection legislation by Professor Gower who found it sadly wanting. It purports to lay down in one place a comprehensive framework for protecting its investors. The Bill provides the framework, leaving it largely up to the financial community to flesh this out with specific rules.

The Securities and Investments Board will be the ultimate rule-maker — covering most of the areas where one would think protection was necessary.

The government is however going to retain powers in certain areas such as insider dealing.

The basic premise is that all investment businesses will need to be authorized — given "a dog licence", as Sir Nicholas Goodison, chairman of the Stock Exchange put it recently. Their licence can be issued directly from the SIB, who will only hand them to those businesses it is satisfied are fit and proper enough to have them.

Alternatively, businesses can get their licence by joining a self-regulating organization — sro. These mini-bodies will have their own rules for their own members — which must

provide protection for investors, which is at least as good as that which the SIB provides in its own rule book.

The pension fund managers will generally join an sro which is called IMRO — the Investment Management Regulatory Organization.

If you are wondering why it is "Regulatory" rather than "Regulating" as in "self-regulating organization", that's easy to explain.

The government started off calling everything "self-regulatory" and then it changed its mind.

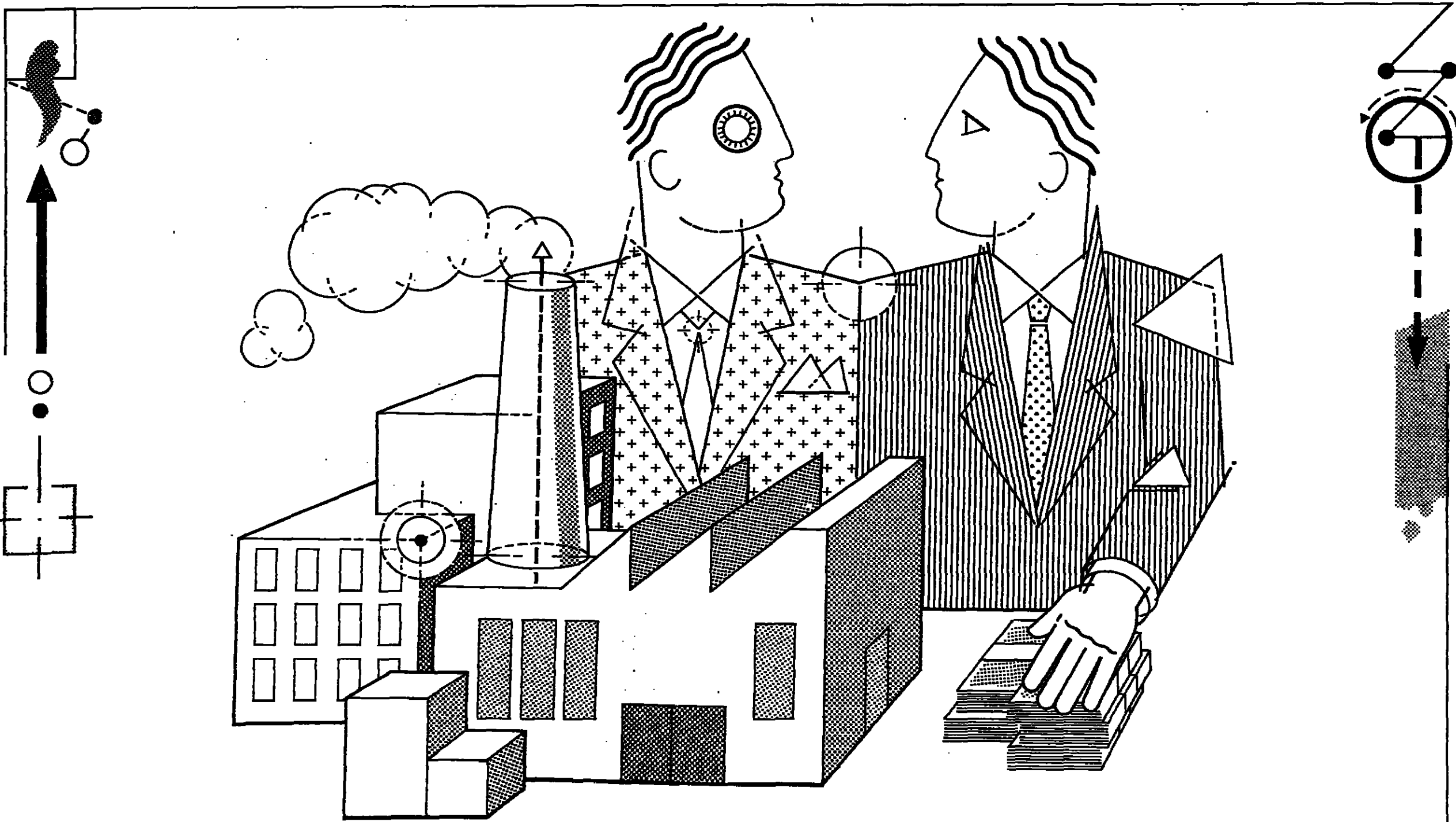
In fact the government started off with a monster known as the SRA, which stood for "self-regulatory association". It changed its mind here too.

Best execution: One of the rules which the SIB will promulgate is the duty of best execution. This will involve different things depending on the precise nature of the relationship between a financial organization and its client.

However it is in essence, merely a statement of the law of agency — in the sense that one must put one's client's

Continued on Page 39

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FOCUS

PENSION FUND MANAGEMENT/6

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To find out more about these services, contact Paul Haines on 01 686 2466 or write to Noble Lowndes Investment Monitoring Limited, PO Box 144, Norfolk House, Wellesley Road, Croydon, CR9 3EB.



the top name in pensions

The Little Bang facing managers



Henry James, NAPF director general, left; Colin Lever, NAPF's chairman, and John McLachlan, chairman of NAPF's investment committee. Mr James says: "We are facing our first truly major legislative catalyst since 1975"

The impact of this autumn's swift and radical financial changes is supposed to be most severely felt by the smaller players. Worst-case forecasts of the Big Bang depict the Financial Services Bill as a veritable seal cull, with the big boys wielding the clubs.

The pensions industry has its own special fears over the Financial Services Bill. Most apprehension concerns the duty to give "best advice" and the calls from consumer lobbyists for a mandatory and relatively lengthy cooling-off period for buyers of pension and life-assurance products.

But pension fund managers are experiencing a Little Bang of their own. The provisions of the Social Security Acts (1985 and 1986) are coming into force. As the requirements for disclosure of information and portability of pensions begin to bite, many pension funds seem to be showing a fair amount of bare flesh.

The pension funds' principal guide through the legislative maze is the National Association of Pension Funds (NAPF), which has 2,000 ordinary and associate members.

After a recent membership survey the NAPF director general, Henry James, had to admit: "An awful lot of work has now got to be done. We are facing our first truly major legislative catalyst since 1975."

The NAPF membership covers most of the country's major corporate pension schemes in both private and public sectors. Though only 43 per cent of members responded to its most recent survey, published this summer, the problems facing pension managers are tellingly revealed.

The difficulties arise from the mass of new legislative

obligations and the effect which an amalgam of the two Social Security Acts and the Financial Services Bill will have.

In outline, the 1985 Social Security Act requires pension fund managers to make certain information available to members of their schemes. Some of the information must be supplied automatically, some must be made available only on request.

This Act also requires that an employee's contributions to a pension scheme can no longer be frozen in quite the same way they once were.

If a pension scheme member leaves a job and decides to leave his or her contributions in the fund, the managers of the scheme are obliged to increase the value of all contributions made since the beginning of that year.

The increase must be 5 per cent a year or the amount of the increase in retail price inflation, whichever is the smaller. Formerly, frozen contributions had no boost other than the general rise in the value of the pension fund. The 1986 Act is something

of an imponderable since only the broad outlines of its probable effect are yet known. The 1986 Act is the key to the ineffable pensions cliché of "portability".

The two central ideas are first that no one will be obliged to become a member of a company pension scheme, and second that employees who do not opt for a scheme bought from the private sector should be able to transfer easily between different company schemes.

But the Act has drawn some fierce criticism. Many would argue that the greatest flaw of

the regulations to the Act are not yet published. Because actuaries tend to use their own methods of calculation in computing the value of an individual's contribution the government draughtsmen are going to have to perform a remarkable feat of semantic and actuarial skill in providing a universal, flexible formula which keeps most people happy.

The charts show the spread of the NAPF net, and hint at some of the difficulties managers face in complying with the new legislation.

Chart 1 shows that four-fifths of all the pension schemes surveyed required members to make contributions. In those schemes still contracted into the state pension plan only 60 per cent made this requirement, while 79 per cent of those contracted out required member contributions.

If you find the idea of a non-contributory pension scheme somewhat startling, remember that a pension is no more than deferred pay.

What the chart doesn't show is the majority of schemes (84 per cent) which make employee membership compulsory. The 1986 Social Security Act will of course prohibit this restriction.

Another cause for concern is the few schemes (merely 38 per cent) which provided for increases on pension contributions left in the scheme by the departed member. The provisions of the 1985 Act were not in force at the time of the survey, but one must wonder just how many pension funds are breaking the law.

The provisions on disclosure of information come into

force on November 1. They stipulate that trustees of the funds must provide benefit statements for members and make an annual trustee report which should include an actuarial statement.

Chart 2 shows that only 76 per cent of pension schemes provided this at the time of the survey, with 84 per cent offering audited accounts either automatically or on request. An actuarial statement is made available by 69 per cent of schemes.

Pension managers face a more embarrassing problem than ensuring scheme members are properly informed. The Financial Services Bill will require that advisers, including those who run company pension schemes, give "best advice" to employees seeking a pension plan.

But what if the company scheme is by no means the most attractive on the market? "The practical necessity is for companies to sell their own schemes," said Mr. James, "but will they want to market them, given the restraints of the Financial Services Bill?"

Managers are caught in a trap sprung between the Department of Trade and Industry and Norman Fowler's Department of Health and Social Security. One organization tells them to

Never before such an acute need for guidance

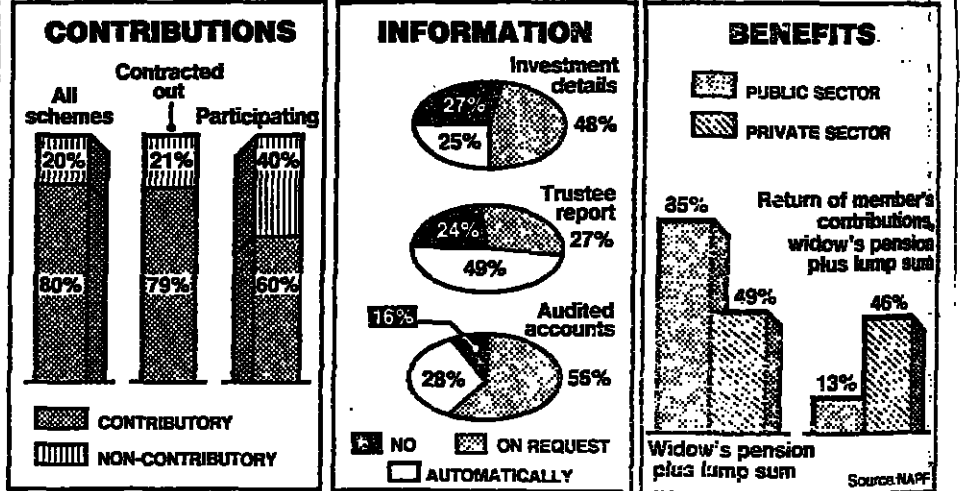
offer "best advice" for each and every individual, the other wants them to promote freedom of pension arrangements.

To cap off the legislative restraints the European Court is insisting that pension plans provide equality between the sexes. Notable inequalities exist both in retirement ages and death-in-service benefits.

Chart 3 shows that virtually all schemes provide a pension for the bereaved wife of an employee. Widowers fare less well. And the majority of pension schemes still provide for different retirement ages for men and women.

Beleaguered pension fund managers and trustees have never had such an acute need for guidance before. The industry and the NAPF, face testing times.

Martin Baker



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FOCUS

PENSION FUND MANAGEMENT/7

The gallop to keep up the growth rates

Competition among pension fund managers has never been greater. But there is increasing doubt among even some of the top performers over whether they can continue to achieve the same kind of startling growth rates.

The industry has enjoyed sustained growth with returns averaging around 14 per cent above the inflation rate for the past five years. But some experts now say the fund managers will be doing well if they can achieve real returns of 3 to 5 per cent for the foreseeable future.

Certainly, past performance has been dazzling. It has been most closely monitored by WM Computer Services, formerly the computer division of the stockbroking firm Wood Mackenzie.

Last year WM analysed the returns of more than 1,000 funds representing assets of more than £100 billion. The total rate of return for the average UK pension fund was 14.4 per cent, the fourth year in a row showing significant returns. UK equities produced the highest returns of 19.8 per cent with a similarly strong performance coming from overseas.

Undoubtedly, one of the biggest fillips to performance has been the scrapping of exchange control regulations. This has paved the way for a big outflow of funds on to the world's booming stock markets. The year before controls were removed in 1979 funds were on average showing falls of about 12 per cent on their curtailed overseas portfolios. The year after saw rises of around 29 per cent on their investments.

These boom conditions abroad and the rise in the

stock market at home has raised the profile of pension funds in the City. One consequence has also been a greater awareness in the boardroom of the performance of its own pension fund and its ability to keep pace, and even outperform, others in the industry.

Peter Warrington at WM has become more conscious of the way this trend has developed: "Finance directors used to look at funds as something of a chore to be watched over grudgingly but today they are far more aware of the effects that can be achieved on a company's bottom line by altering the rate of contributions."

WM has also noted the trend towards funds being farmed out to specialized managers. Already this has happened with the giant British Rail Pension Fund, now managed by a stable of six outside teams. The Unilever fund is going the same way and interviews are now taking place to select the outsiders. This is not always a reflection on the way the internal managers have handled the fund but a realization that huge back-up resources and a software service are needed.

Another factor affecting the drift towards employing outside managers is the awareness that the days of huge returns

enjoyed by the funds is likely to start tapering off and a different investment strategy may have to be employed.

John Cumming is director of the £1,000 million of pension funds managed by Hambros Bank. "There is no way we are going to see the returns of 19 and 20 per cent which have become the norm over the last seven to eight years," he says. "We will have a positive return against inflation but nothing like the returns we have achieved, which will make it more difficult to outperform the market significantly."

Hambros remains a minnow in the pension world but has established an enviable track record. A survey conducted by Sedgwick Actuarial Services showed Hambros had the best average return during the past six years. One reason for this was its excellent performance last year, due mainly to shrewd decisions taken during 1984.

Mr. Cumming says: "We took the decision to begin directing clients towards European equities, particularly German, Swiss and Dutch. We thought prospects were likely to be better than in the United States, where we were worried about currency and economic factors, and we were proved right. At one time we had more than doubled our weighting of funds in Europe

from about 4 to 5 per cent to close on 10 per cent.

"We also adopted a fairly full investment policy. When we got cash we put it straight into equities. But for the present it is a different matter. Returns in the last quarter, July to September, have been negative, except in overseas investments. For the first time we have a higher policy towards liquidity."

"In the past we have been fully invested and it was not unusual to have 5 per cent only in cash - but not at the moment with the prospects of an election and all the uncertainty that goes with it."

His caution is shared by Stewart Aird, chief actuary with the Alexander Stenhouse Group, whose pension fund has been another strong performer.

He says that since September his funds have been moving to a more liquid state with more than 10 per cent in cash. At the same time he has been switching his investments from being predominantly US-based to Japan because he does not like the look of the US economy. The record of Stenhouse has been based on its ability to spot good stocks.

But he remains cautious about the future: "The disappointing feature of the US and the UK has been the reliance placed on consumers to generate economic growth. In both countries government policies have been towards consumer-led growth rather than productive industry. There is plentiful credit in both countries, and I would prefer a policy towards a more restricted credit which would encourage industry rather than the consumer."

Cliff Feltham

The new words

From Page 37

interests first and do the best possible job for him or her.

In the case of pension fund managers the duty of best execution will not automatically mean that they must buy and sell shares for the funds they manage at the best price available in the market. (Large funds in America thought that this was what the law required of them and the main factor in a drastic reduction in commission rates when the Americans switched to negotiated commissions on May 1, 1975)

An example of why price alone should not be the sole determinant of best execution is where a fund manager uses a broker who does not offer him

the best price, but does provide him with top-rate information on the market. In the long run the client might be better served by the manager paying a little more in this case.

Continuation: This is the process whereby a fund manager can add together all the deals which he has done in the same stock through the same broker over a three-month period. By adding them all together the fund manager would only have to pay the broker the lower rate of commission payable on

large transactions. Depending on the arrangement with his client, he would either pass this benefit on or retain it for himself by charging the client on the basis of the higher commission rates that would be applicable had the transactions not been grouped together.

Continuation ends with Big Bang because negotiated commissions mean the end of the fixed scales on which it was based.

Aggregation: Not to be confused with

continuation though working on the same principle that big is more beautiful and cheaper. Aggregation applies to a single transaction where, say, a fund management company buys a huge number of shares in one company, then spreads them around the different pension funds which he manages.

As the fund manager has dealt in size, he will be entitled to the benefit of the lower commission rates that apply to large transactions. But if he then subsequently splits up the block of shares among several funds, aggregation allows him to charge each fund the higher rate of commission.

LL

Performance this precise makes investment sense.

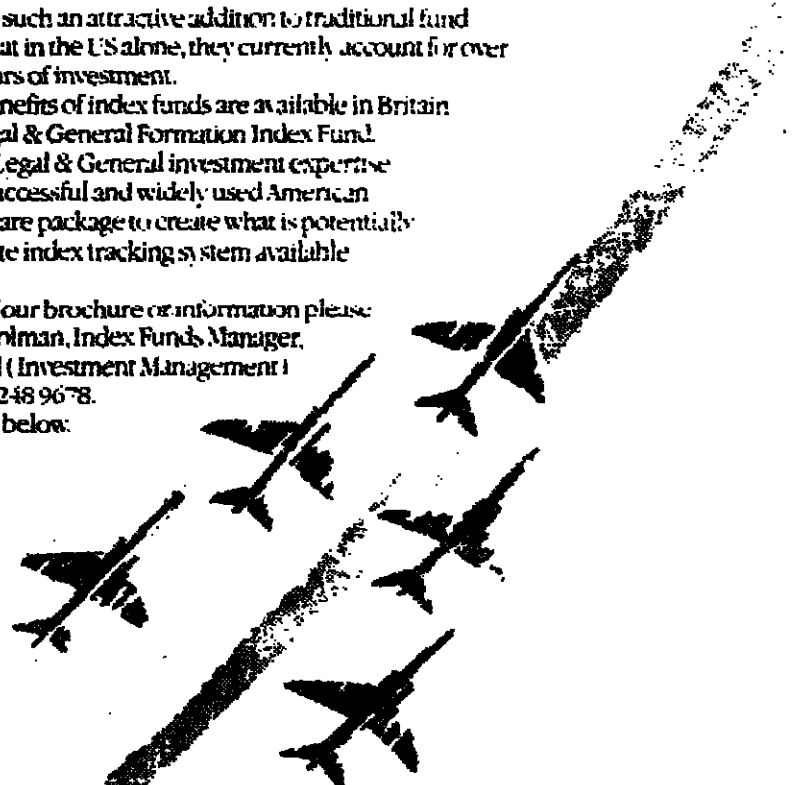
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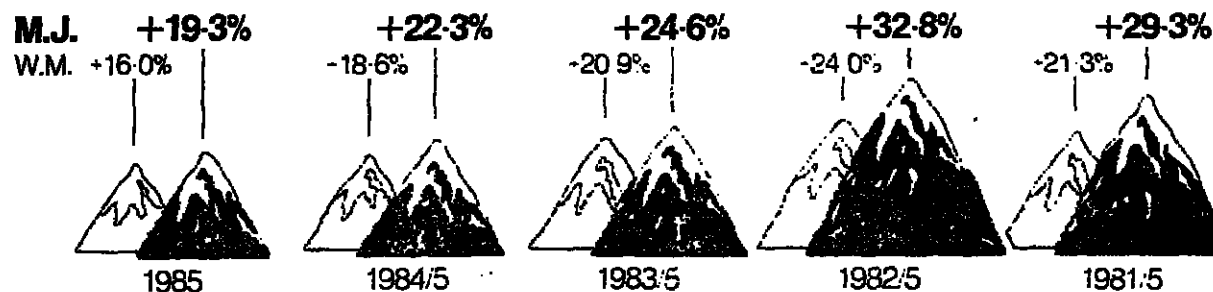
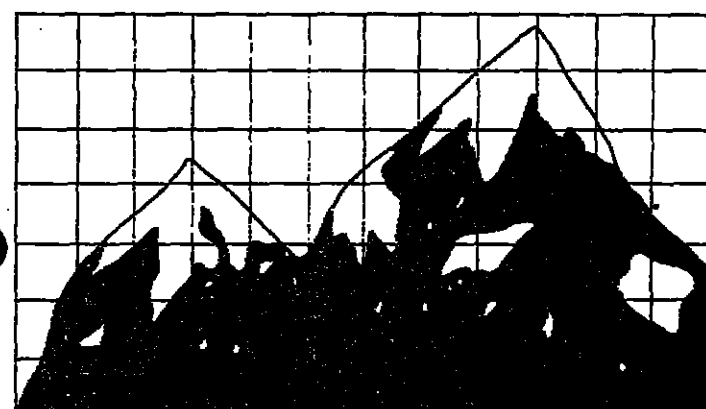
To Barry Holman, Index Funds Manager, Legal & General (Investment Management) Limited, Temple Court, 11, Queen's Bench Walk, Strand, London WC2A 4AU. Please send me your Formation Index Fund Brochure.

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To provide services to CDC's General Management Board, including the preparation of agendas and minutes and subsequent administrative work, and to undertake a number of duties for CDC's Legal Department.

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Closing date: October 13 1986.



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Closing date for applications: Friday, 31st October, 1986. Interviews will be held on 25th/26th November, 1986.

LEGAL APPOINTMENTS

APPEAR

ON PAGES 32 41 & 42

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The position offers a rare opportunity. You will not only gain further broad experience at a senior administrative level. You will also extend your current expertise with new technology and systems for the office.

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Closing date 22nd October 1986

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Salary £16,500

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Telephone 01-286 1358

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The successful applicant will head the Legal Section of the Secretarial Function. The Section, whilst small, is a very busy one which undertakes all conveyancing and other land transactions, prosecutions and litigation. The person appointed will represent the Council at public enquiries and give legal advice to all other Functions as necessary over the whole range of services and the post therefore will provide an excellent opportunity to gain all round experience of legal work of a Local Authority.

Preference will be given to applicants with Local Government experience.

Relocation expenses of up to £1,200 together with 75% of national expenses are payable as appropriate. Every effort will be made to provide temporary accommodation where necessary.

Application forms and further details are available at the address shown below (Tel: Ludlow 4941) returnable by no later than noon on Wednesday, 22nd October 1986. G. Kellie, Chief Executive, Stone House, Corve Street, Ludlow, Shropshire SY8 1DG.

RHONDA BOROUGH COUNCIL DEPARTMENT OF THE BOROUGH TECHNICAL OFFICER CHIEF ARCHITECT - POST T4

Salary Grade: PO(38-41) - £13,653-£14,862 plus essential car and telephone allowance

Rhondda Borough Council is seeking an enthusiastic qualified Architect with management ability.

Applicants must be Registered Architects, and should have had previous experience on local authority developments. The Council looks for staff with flair and imagination, a strong sense of design and, naturally, a sound knowledge of building construction, as staff at all levels are encouraged to shoulder as much responsibility as their experience permits.

The Rhondda Valley provides an increasingly ruralised and attractive environment in which to live and work - within easy reach of Cardiff City Centre, the Gower Peninsula and the Brecon Beacons National Park. Housing prices are extremely competitive.

The Council has a generous relocation scheme offering assistance towards removal expenses. The Authority is an Equal Opportunities Employer.

If you feel this challenging position would be of interest, please apply by obtaining an application form from the Personnel Officer, Rhondda Offices, Pentre, Rhondda (Telephone: 01497 40451, Ext. 257), to whom completed forms must be returned by NOON on FRIDAY, 17th OCTOBER, 1986.

The appointment is subject to the National Scheme of Conditions of Service.

GWYN EVANS
Chief Executive Officer
TT 7/10

SCOTTISH AGRICULTURAL COLLEGES DIRECTOR OF SCOTTISH CENTRE FOR AGRICULTURAL ENGINEERING

Applications are invited for the post of Director of the Scottish Centre for Agricultural Engineering (the former Scottish Institute of Agricultural Engineering) which is sited at the Edinburgh Centre for Rural Economy, near Pentlands, 6 miles south of Edinburgh.

The Director will be responsible to the Board of the Scottish Agricultural Colleges through the Principal of the East of Scotland College of Agriculture for the efficient operation of a research and development and teaching facility in agriculturally related engineering, marketing of the Centre's expertise; provision of R & D contract and consultancy work and the provision of a specialist advisory service for the sector.

Applicants must possess a degree in a suitable branch of engineering and have a postgraduate qualification or evidence of some degree of specialisation. A knowledge of agriculture and agricultural engineering will be advantageous but not essential.

The salary is on the scale £18,020 - £24,302 per annum with a non-contributory superannuation scheme, appropriate travel and subsistence allowances, and 25 days annual leave.

Application forms and further information may be obtained from the Secretary, The East of Scotland College of Agriculture, West Mains Road, Edinburgh EH9 3JG. Closing date for receipt of applications is 31 October 1986.

Please quote reference SAC/SCAE.

city of Cardiff

MANAGER - CARDIFF TATTOO

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The responsibilities include marketing, publicity and public relations; sponsorship; budgetary control; liaison with the Army and other bodies; contracts; and supervision of production and venue arrangements.

The appointment is for one year contract initially, but this may be renewable for a further two years. Application forms and further details may be obtained from the City Personnel Officer, City Hall, Cardiff, CF1 3ND, telephone (0222) 822950, to whom completed applications must be returned by 16th October 1986.

Cardiff City Council is an Equal Opportunity Employer and applications are welcomed from suitably qualified and/or experienced people regardless of sex, marital status, race, religion, colour or disability.

COUNTY PLANNING DEPARTMENT ASSISTANT POLICY ANALYST

(two posts) Salary up to £10,164

We are looking for two intelligent, self-motivated and numerate graduates with relevant experience to work on a variety of interesting and challenging topics concerned with the formation, monitoring and review of strategic planning policies.

One of the posts is mainly concerned with demographic and housing matters and the other with local economic issues. Both are part of an intelligence and monitoring team that is responsible for providing sound, relevant and practical advice on policy issues.

The nature of this work offers considerable opportunities for career development. A specific professional or academic background is less important than a proven ability to analyse complex issues and to communicate clearly.

For further details and application form tel. Pat Weller/David Parmer on Lewes (0273) 475400, ext. 573 or write to Personnel Officer, Pathway House, St Andrews Lane, Lewes BN7 1UR.

Closing date: October 22.

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The range of legal activities in the south coast regional area offers excellent experience for a career in the Public Sector. The diverse and challenging range of legal issues arising stems from providing services to the community and our leadership in the competitive international and national conference, tourist and entertainments markets.

We now have an opportunity for an enthusiastic and hard working graduate who has already taken the Law Society's examinations and can start immediately, or for a graduate who is taking the examinations next June.

The appointment will be for 2½ years, with an initial salary of £6,606, rising to £10,523 upon qualifications.

Please telephone Brighton 29601 ext. 414 for further details and an application form to be returned to the Borough Secretary, Town Hall, Brighton, BN1 1JA.

For a discussion about the post please telephone Mr. E.A. Divine.

Closing date: 24th October 1986.



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Management skills of the highest order

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The Council are now seeking a successor who will consolidate and build upon the management gains already achieved from the recent radical restructuring of the Directorate to take this vital group of services, with greater effect, towards the 21st Century.

The Directorate covers the whole spectrum of Technical Services applicable to a large London Borough—Architecture, Engineering, Planning, Property Services, Recreation, Works Services and Support Services—and is led by the Director and two Controllers, with an overall workforce of over 1,600, including the Direct Labour Organisation.

You will need to be qualified technically but

far more importantly, you must have a proven record of successful management at a senior level in a large organisation. Your experience will have been in either the public or private sectors, preferably both, and you will have shown a consistently high motivation to achieve targets which have been set.

For an informal discussion with the present Director, please telephone him on 446 8511 ext. 4401.

Selection interviews will be conducted on 10th November 1986.

Further details and application forms are available from the Personnel Office, 16/17 Sentinel Square, Brent Street, Hendon, London NW4 2EN. Telephone 01 202 8282, Ext. 424 (01 202 6602 outside office hours). Please quote reference 602/1. Closing date 17th October 1986.



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£13,000 - £17,400

We are revising our management arrangements to meet the challenge of providing better health care for the people of South Essex.

Each of our two large units requires a qualified accountant with good communication skills and the ambition to become a General Manager or Finance Director.

For further details contact District Personnel Department, Basildon Hospital, Newhamways, Basildon, Essex. Tel: 0268 287611 ext 257.

BASILDON & THURROCK HEALTH AUTHORITY

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McDonnell Douglas Information Systems Limited are a major UK supplier of sophisticated Computer and Network Systems with an extensive customer base in both the Commercial and Public Sector. Turnover in 1986 will exceed £100m for the first time and continued profitable growth has established the Company as one of the Country's premier Information Systems manufacturers.

Expansion of the UK Commercial function provides an exciting opportunity for a young Negotiator with a strong legal background to join the UK Contracts Department. This key role will enable a person with confidence and ability to make a major contribution to a team that already enjoys a very high level of visibility within the Company and which is respected for its combination of flexibility and responsiveness allied to its

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You should ideally be qualified to degree level, and have first hand experience of contract negotiation in a high technology environment. The ability to interact with Senior Managers and Directors of both customers and your own company is of particular importance.

We will reward you, not only with a generous salary, a car and free petrol, but also with a truly stimulating career move with opportunities to move ahead in a rapidly expanding organisation.

For further details telephone, or write enclosing c.v. to: Andy Gillingham, Human Resources Manager, McDonnell Douglas Information Systems Limited, Boundary Way Hemel Hempstead, Herts. HP2 7HU Tel. 0442 61266

MCDONNELL DOUGLAS

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There is a vacancy at our Banbury Office for an experienced Litigation Solicitor. Initially to take over substantial family/employment/general litigation workload.

Excellent prospects and an attractive salary will be offered to the right person who will also have the opportunity to specialise as part of our Litigation/Company/Commercial team which deals with a wide range of interesting work.

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Well established City practice requires Solicitor, preferably with at least 3 years related admitted experience and City trained. EARLY PARTNERSHIP envisaged.

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Large recognised practice requires Solicitor, minimum 3 years admitted experience to join their expanding department.

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Solicitor minimum 2 years admitted required by this respected City practice.

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Progressive Central London practice requires a high calibre Solicitor up to 3 years admitted.

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Newly qualified onwards with salary according to years of experience - from £11,000

Good partnership prospects for the right applicant.

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£20,000 p.a. for suitable applicant

Experienced solicitor sought to head Litigation team at our busy Essex Office (close to M25 and Dartford Tunnel). All aspects of litigation will come within the Applicant's control, with the emphasis upon Commercial, Civil and Criminal Litigation.

Advocacy skills essential.

Apply to S E Rogers - 01 594 5469 daytime, and 0245 421304 evenings, or in writing to our Barking Office at Radial House, 3/5 Ripple Road, Barking, Essex, IG11 7NG

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This highly regarded medium sized firm currently requires an enthusiastic young solicitor, new to qualified or with up to 18 months experience, to work in the busy company department. The work will cover both public and private company matters and is an excellent opportunity for candidates seeking early responsibility in this demanding environment.

TAX ASSISTANT
To £30,000

Emerging medium sized Legal Practice seeks an exceptional Tax specialist, who may be a Solicitor, Barrister, Chartered Accountant or Inspector of Taxes, to undertake a challenging role within the Corporate Tax department. Assignments will predominantly be in the Banking area and will encompass both Corporate Tax and VAT. First class prospects exist for determined, ambitious candidates.

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Sinclair Roche & Temperley is a 27 partner law firm with offices in the City, Hong Kong and Singapore.

The firm's taxation department advises the firm's clients directly upon the taxation treatment of a wide range of transactions both domestic and international. A significant part of the department's work involves the development of tax-based structures to finance the acquisition of ships and aircraft and advising as to the international taxation implications of banking transactions.

We now seek an additional lawyer of three or four year's post qualification experience in corporate taxation to participate in the work and continuing growth of the department.

The successful candidate will be highly motivated and have a first class professional background and academic record.

Rewards and prospects are excellent for the right candidate.

Please write in the first instance with full C.V. to:

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Sinclair Roche & Temperley,
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Byatt Michau & Smart require Commercial Property Lawyers.

BYATT MICHAU & SMART are seeking men and women of the highest calibre and are offering not only substantial rewards but also partnership opportunities and the challenge of influencing the development and direction of the firm.

The successful applicants will be joining a recently established and expanding five-partner firm in Central London serving a wide range of corporate and commercial clients, both public and private. The partners recognise that growth and prosperity depend upon the ability to provide a service that is perceived to be excellent.

If you have more than one year's relevant experience since qualifying and you would like to find out more, please telephone Peter Michau on 01-430 1661 or write to him at Byatt Michau & Smart, Swan House, 37-39 High Holborn, London WC1V 6AA.



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Ambitious Solicitor wanted to assist expansion of commercial side of the practice in this prosperous area close to London. Good prospects.

Please send c.v. to:

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To work in a well established firm in the City of London. The work will cover both public and private company matters and is an excellent opportunity for candidates seeking early responsibility in this demanding environment.

ADVOCATE for crime and family law. Well established firm in the City of London. The work will cover both public and private company matters and is an excellent opportunity for candidates seeking early responsibility in this demanding environment.

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Reporting to the Chief Executive, the Professional Standards Secretary will assume responsibility for a wide range of matters falling within the jurisdiction of the Professional Standards Committee of the General Council of the Bar. This is a new and demanding post, regarded as one of the key appointments in the restructuring of the Bar's professional governing body which comes into operation on 1 January. Applicants should be over 30, educated to degree level or equivalent and have a sound knowledge of the Law and the Legal Profession. Salary is negotiable to a maximum of £25,000 per annum, with a non-contributory pension. Applications, which must include a full Curriculum Vitae and the names of two referees, should be marked 'In Confidence' and addressed to the Chairman of the Professional Conduct Committee, The Senate of the Inns of Court and the Bar, 11 South Square, Gray's Inn, London WC1R 5EL, to be received not later than Monday 3 November.

The General Council of the Bar of England & Wales

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We are a City firm, currently of fourteen Partners and about 120 staff. The major part of our practice is insurance and reinsurance based litigation, with a strong international content. We also have established and thriving Commercial Conveyancing and Company/Commercial Departments.

Due to rapid and steady growth, we have a continuing need throughout the practice for both experienced and newly qualified lawyers of high academic calibre, with the energy, enthusiasm and commitment to succeed in a challenging and stimulating environment. The successful candidates will be required to take on substantial responsibility quickly.

The rewards will be above average and the prospects are excellent.

Please apply in writing with full C.V. to:

The Recruitment Partner,
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LEGAL APPOINTMENTS

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This post provides an excellent opportunity for those wishing to train for a career in the Magistrates' Courts Service...

The post is designed primarily for the newly qualified barrister or solicitor but consideration will also be given to candidates who have set a final examination or passed some heads...

Applications stating age, qualifications and previous experience, if any, together with the names and addresses of two referees should be sent to the Clerk to the Committee...

A T Dreycott Clerk to the Magistrates' Courts Committee PO Box 49 The Law Courts Doncaster DN1 3HT

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Report October Entering UK Working holl Judge's discretion matrimonial co Sex pane a judic crown prosecutor Partners' Secretaries for City Solicitors THEODORE GODDARD

Entering UK for working holiday

Regina v Immigration Appeal Tribunal, Ex parte Bari
Before Sir John Donaldson, Master of the Rolls, Lord Justice Dillon and Lord Justice Croom-Johnson

Judgment given October 6. It was not incumbent on a young Commonwealth citizen seeking admission to the United Kingdom for a working holiday pursuant to paragraph 30 of the *Statement of Changes in Immigration Rules 1983* (HC 169) to show that he intended to work during his stay. The paragraph was directed to ensuring that such a person did not become a charge on public funds if admitted, and that if he did merely incidental to his purpose of having a holiday.

The Court of Appeal so held when allowing an appeal by the applicant, Mr Badrul Bari, against a decision of Mr Justice Russell, given on May 9, 1986, who upheld the Immigration Appeal Tribunal's dismissal on October 17, 1985, of his appeal against a refusal of leave to enter the United Kingdom.

Mr Alper Riza for the applicant, Miss Presley Baxendale for the appeal tribunal.

LORD JUSTICE DILLON said that the Immigration Appeal Tribunal had construed the words in paragraph 30 of the *Statement of Changes in Immigration Rules 1983* (HC 169) "make only employment which will be incidental to their holiday" as imposing that the applicant was incumbent on the applicant

to show that he intended to take employment and that he had proposals for taking employment which were realistic. The applicant had funds of his own and had a brother in this country prepared to support him, so that his proposals to take employment only arose if he became bored or his financial arrangements went wrong. He had said that he could get a job in a department store.

The appeal tribunal had said that his proposals were completely unrealistic, and that on his own admission he had no intention of working unless he was bored. To suggest that one who knew before the holiday work that there would be no need at any time to work was working holidaymaker was to stand the rule on its head. This view had been upheld by Mr Justice Russell.

The working holiday provision had to be set beside the paragraph concerning visitors, paragraph 17. The gravamen of that paragraph, as of paragraph 30, was that the person coming was not to become a charge on public funds, and that he was not to work, except in the case of a working holidaymaker, to show that he intended to work.

The appeal should be allowed. The Master of the Rolls and Lord Justice Croom-Johnson agreed.

Solicitors: Mr M.J. Rodney, Islington; treasury Solicitor.

Judge's discretion in matrimonial costs

Leary v Leary
Before Lord Justice May and Lord Justice Purchas
Judgment given September 11

There were no formal restrictions with which a judge in a matrimonial suit had to comply when awarding a fixed sum "in lieu of taxed costs" under Order 62, rule 9, of the Rules of the Supreme Court.

The Court of Appeal, in a reserved judgment, dismissed an appeal by Mr Martin Paul Leary against the award of £31,000 to Mrs Diane Susan Leary made by Mr Justice Booth after the dissolution of the parties' marriage.

Mr Andrew McDowall for the husband, who appeared in person below; Mr Peter Singer for the wife.

LORD JUSTICE PURCHAS giving the judgment of the court, said that the appeal raised a short but important point relating to the powers of the court to award a fixed sum in costs under Order 62, rule 9. Rule 9(4) provided: "The court in awarding costs to any person may direct that, instead of taxed costs, that person shall be entitled . . . (b) to a gross sum so specified in lieu of taxed costs."

LORD JUSTICE WATKINS said that the contention that section 1(6) conferred the powers of the DPP on the crown prosecutors only where they were acting on the express direction of the DPP would produce absurd results.

It was not necessary for the court to decide whether it had jurisdiction under section 29(3) of the Supreme Court Act 1981 to entertain a challenge to the validity of an indictment, but the Lordship was doubtful whether it did have such jurisdiction.

Caravan site licence

Hinks v Fleet (t/a Silver Sands Caravan Park)

An agreement under which the owner of a caravan placed his caravan throughout the summer season permanently in a caravan park gave rise to a licence entitling the caravan owner to station the caravan on the site, but not to prevent the caravan being stolen.

Even if the defendant had owed such a duty, liability would have been expressly excluded by the clause in the agreement which provided that the defendant would not be liable for "any loss . . . however caused".

Sex licences panel is not a judicial body

Regina v Reading Borough Council, Ex parte Quisleyan Ltd
Regina v Same, Ex parte Bayley
Regina v Same, Ex parte Smith and another (t/a M & M Holdings)
Regina v Same, Ex parte Myham

A panel appointed by a local authority to consider and determine on its behalf applications for licences for sex establishments was not a judicial body. Only where the authority had acted in such a way that it was clear that when the panel came to consider the applications for licences it could not exercise proper discretion could the composition of the panel be impugned for bias.

The appointment to such a panel of a councillor who held and had expressed strong views as to whether in general sex licences ought to be granted, or who was a member of a political group which had resolved that it was not in favour of such establishments, did not invalidate decisions of the panel to refuse to grant such licences.

Mr Justice Kennedy so held in a reserved judgment in the Queen's Bench Division on September 26, dismissing an application by the proprietors of four sex establishments for judicial review by way of certiorari to quash the decision of Reading Borough Council to refuse them licences under section 2 of and Schedule 3 to the Local Government (Miscellaneous Provisions) Act 1982.

When the International Rugby Football Board celebrated its centenary this year at Heythrop Park by staging an international conference, HARRY MCKIBBIN (right) presented a paper on amateurism. Mr McKibbin, a Belfast solicitor, has been one of Ireland's representatives on the board since 1967 and is chairman of its emergency sub-committee (which has been preoccupied recently with the unofficial tour to South Africa by a New Zealand party) during which allegations were made of substantial payments to the touring players. The following is an extract from Mr McKibbin's paper.

It is necessary to make reference to "broken time" because the same basic problem still confronts rugby football today. In 1893, as I understand it, Saturday was still a full working day. The pay of the ordinary working man was low and employers would not normally, at that time, reimburse a player his wages if he took Saturday afternoon off to play rugby and had not put in his hours of work.

In 1886 the pressures on players are infinitely greater, particularly on those who are self-employed and, although Saturday is no longer a working day, club training, Wednesday and Saturday games, squad training, proliferation of tours, top-grade and international matches have all combined to increase the pressure far and away beyond the imagination of the players and

administrators of nineteenth century England and Wales.

Amateurism has always been a way of life in rugby union and there is no doubt that the overwhelming majority connected with the game as we know it, whether as players or administrators, would prefer to safeguard and keep it that way.

The first object of the International Rugby Football Board, consisting presently of eight member unions, is "determining and safeguarding the principles relating to amateurism in rugby football". The by-laws of the board state that the game is an amateur one and that no one is allowed to seek or receive payment or other material reward for taking part in it.

It is interesting to note that when the draft revision of the regulations was being introduced in 1972 to the

Battle lines drawn for confrontation

September 20, 1893: Resolution proposed to the annual meeting of the Rugby Football Union (RFU) by J. A. Millar and M. Newsome (both Yorkshire): "That players be allowed compensation for bona fide loss of time."

The amendment was carried by 282 votes to 136 and the Northern Union, which later became the Rugby League, came into being two years later. English rugby has suffered since from the loss of northern players to professional rugby.

In 1897 Wales withdrew from the International Rugby Football Board (IRB) after complaints by the board and the Rugby Football Union over the proposed gift of a house to the Welsh player, Arthur Gould. The Welsh union said at the time: "We would ask . . . whether any reasonable man can suggest that because £500 has been subscribed by the admirers of an international football player . . . he is therefore to be called a professional."

"We have fought hard against encouraging professionalism among our players under more trying circumstances . . . than any of the other unions and . . . with greater success than the English union." The IRB readmitted Wales the following year and the Welsh agreed to abide by the board's by-laws, while pressing for a

uniform application of the laws on professionalism (my italics).

Ninety years later how much has changed? The same battle remains to be fought, between those who adopt a moral stance without compromise or exception and those who advocate an everyday pragmatism. The difference between the late nineteenth century and the late twentieth century is that the administrators of the time, unless they were exceptionally far-sighted, did not envisage sport becoming such an attractive business proposition; but then, they were not aware of the mixed blessings of television.

The lines have been drawn for another confrontation on the same issue this week, when the International Board meet in London on the specific topic of amateurism. A concept of amateurism, moreover, drawn up by

late Victorian gentlemen which has subsequently had to do for Frenchmen, South Africa Boer, Japanese, the polyglot community which is Australia, for Russian and Romanian, Italian and Fijian.

The representatives of England, Scotland, Ireland, Wales, France, New Zealand, Australia and South Africa sit down together under the chairmanship of Cec Blazey, of New Zealand. They know that the interpretation of the amateur regulations differ from country to country and they also know that the request posed by Wales in 1898 for a "uniform application" is impossible to carry out in view of the board's lack of authority; it is essentially a law-making body, not a decision-taking one.

David Hands
Rugby Correspondent

Now is the time for Union to play the game by the players

By Gerald Davies, who played 46 times for Wales

Any discussions about the future status of rugby football must begin by looking at the amateurism and to question their relevance in this or, for that matter, any other age.

Amateurism was born of a spirit of a time which allowed young men in a set of privileged circumstances to seek out and play games at their leisure. There was nothing wrong with that. Unlike football, rooted in the so-called working classes, rugby's traditional backers were of a different kidney, rooted in the professional middle classes.

Without giving any indication of her intention to do so the judge had elected to assess the figure for costs under Order 62, rule 9.

Sub-rule (4) clearly imported that the gross sum so specified by the court was "instead of taxed costs". The purpose of the rule was to achieve the objectives mentioned by the judge, namely the avoidance of expense, delay and aggravation involved in a protracted litigation arising out of taxation.

The unlimited discretion given by the Order had to be exercised in a judicial manner. How the powers were to be used varied from case to case, and each case had to be considered on its merits.

There had been no miscarriage of justice in the case and the judge had exercised her discretion in a proper manner.

Solicitors: Birkbeck Montagu's Bernard Sheridan & Co.

information or be interviewed for the press or broadcasting. He cannot take part in any television programme or film related to the game. He cannot be paid for any of these things. He cannot be paid for participating in any competition or event involving physical athleticism or skill.

So, out goes Superstars. He cannot take part in a competition to demonstrate his "sporting knowledge". So, the Rugby Union player cannot appear for a fee on *A Question of Sport* but, yes, he can be available for *Blankety Blank*.

He cannot, for monetary consideration, act in the capacity of tour leader. He can do so, provided he is given only free accommodation and subsistence. Subsistence is defined as meals and, mercifully, laundry. And why cannot these things be done?

Because, in a revealing phrase of doubtful argument, "the primary reason for the invitation to that person to so play or participate in his knowledge, skill and prowess or his prominence in the game and but for which he would not have been so invited". How many administrators, not to say players, have not taken advantage of their prominence in the game to their private affairs?

And indeed which administrator, peering through green glasses, fashioned the words for that particular piece of withering prejudice?

And how insupportable is clause 2.9 of the regulations which states: "No person or club shall knowingly take part in any match wherever taking place with or against a team which includes a person who is not an amateur."

An amateur is the man who abides by all the regulations contained in the handbook. This means that the man who has accepted a fee for a radio interview can no longer play in the park with his pals. The man who writes in his spare time but who is fully employed elsewhere is deemed, in the eyes of the authorities, to be a professional, but the person whose full-time occupation it is to write or broadcast is an amateur.

Such unnecessary convolutions should be done away with so that the regulations do not appear to be the arrant nonsense they presently are. The International Board must go back to the original principle that no one is allowed to



Perkins suffered financially because of his international career

he had, each player had his tale to tell of the glum lack of understanding, or the mean administrator and the moment's incomprehensible pettiness, of sub-standard hotels, of wives ignored and hospitality refused; of quibbling over the price of the menu and the prohibition on all telephone calls home; of the Frenchman who would be allowed his beer all night but forbidden his bottle of wine.

Each small item, inconsequential in itself, in total amounted to much dissatisfaction in the end. And the suspicion arose that none of this touched the man on the committee. The unions were growing fat on the profits and the sponsorship. They were getting out of touch, too.

The issue of amateurism was so sensitive no one was willing to discuss it openly. The dazling players who were around in these islands in the 70s enriched the game. Ask not what rugby has done for them, ask instead what these players did for rugby. If the administrators ask themselves that question they may well restore the balance that is presently required.

The players' needs must be catered for first, not as a mere afterthought. Who is there among the Rugby Unions who has the foresight and, dare I say it, imagination to think in the manner of Manfred Ewald, the president of the Olympic committee in the German Democratic Republic? He was reported in these pages as knowing how to look after his athletes. All those who do not win medals in the Olympics are treated to a

sumptuous banquet. And in 1976 and 1980 all the medalists and those who had performed exceptionally to come fourth and fifth were treated, with their families, to a two-week holiday.

With a long year of training and preparation ahead for all the top rugby players, with the World Cup competition to come at the end, which union is prepared to make a similar generous gesture to its players? Which union thinks it appropriate?

Although the cynics may doubt it, there are a few even in Wales who encounter such financial difficulties. John Perkins, the Welsh second row, for instance, never played for his country nor trained in the national squad without at some stage before or just after the international have to make up for it by going on an early-morning or late-night shift. Going on tour would have been a hardship. Others would have been paid salaries, he would not. Yet he would have the game played no other way. As he sees it, it should remain amateur.

There is not much will on the player's part to turn rugby into a professional sport. If the idea presents itself to him, he will nod in agreement. Equally if it does not, he is just as likely to shrug it off with indifference.

There are those who look darkly suspicious at Wales and think that money changes hands. Very liberal expenses, the euphemism of the time, may have been paid out for celebration games to open this or that clubhouse. But it is not the case at club level. They simply cannot afford it. It is no more than a little to go on top of the player's expenses to

make sure that he is not out of pocket at the end of the day. The large sums of money which are bandied about in the rumours are exaggerated.

Cardiff are the most standard of clubs and yet have attracted the greatest of players over the years and continue to do so.

Rugby is no professional sport. While it can arouse great flights of fancy, and can create a mesmerizing and heroic drama, it has within it elements of comedy, too. It can be dull and boring, which no right-minded man would contemplate as being remotely related to entertainment which, if professionalised, would be an obligation which rugby would find hard to fulfil.

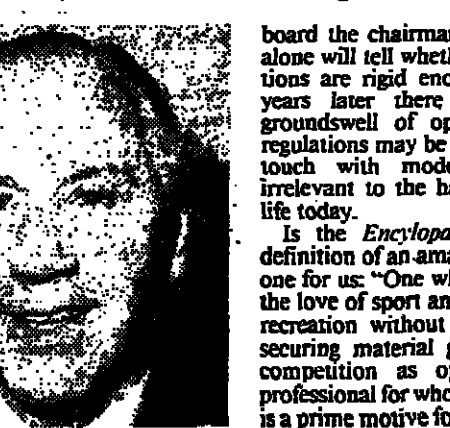
It is a game of uncertain morality and discipline. It arouses uncertainty in the spectator's mind, too. What does go on in the rack, maul and the scrum? There are doubts which exist on the interpretation of the laws.

The best professional sports are those that are non-body-contact and decisions are clear-cut. Grid-iron returned to the non-contact situation as soon as possible. Rugby League has done away with the contentious areas of line-out and ruck. There are too many dark corners in Rugby Union which allow for so much to go unseen. There is no infrastructure of professional clubs which could possibly sustain the cost. Nor, like golf and tennis, has it a system of tournaments throughout the world.

The game must remain, in its simplest terms, amateur. But now is the time for plain-speaking.

World Cup the catalyst for action on principles

When the International Rugby Football Board celebrated its centenary this year at Heythrop Park by staging an international conference, HARRY MCKIBBIN (right) presented a paper on amateurism. Mr McKibbin, a Belfast solicitor, has been one of Ireland's representatives on the board since 1967 and is chairman of its emergency sub-committee (which has been preoccupied recently with the unofficial tour to South Africa by a New Zealand party) during which allegations were made of substantial payments to the touring players. The following is an extract from Mr McKibbin's paper.



Renaissance or reformation? administrators of nineteenth century England and Wales.

Amateurism has always been a way of life in rugby union and there is no doubt that the overwhelming majority connected with the game as we know it, whether as players or administrators, would prefer to safeguard and keep it that way.

The first object of the International Rugby Football Board, consisting presently of eight member unions, is "determining and safeguarding the principles relating to amateurism in rugby football". The by-laws of the board state that the game is an amateur one and that no one is allowed to seek or receive payment or other material reward for taking part in it.

board the chairman stated: "Time alone will tell whether these regulations are rigid enough." Fourteen years later there is a growing groundswell of opinion that the regulations may be too rigid, out of touch with modern sport and irrelevant to the harsh realities of life today.

Is the *Encyclopaedia Britannica* definition of an amateur the correct one for us: "One who competes for the love of sport and as a means of recreation without any motive of securing material gain from such competition as opposed to the professional for whom material gain is a prime motive for competition"? Or is the definition of Hermas Evans, of the Welsh Rugby Union, not closer to it? "An amateur is one who closes in the game solely for the pleasure and the physical, mental and social benefit he derives therefrom and to whom rugby football is nothing more than recreation and for which no remuneration is received."

Some are asking, is an amateur one who does not make a profit from the game but equally one who should not be allowed to make a loss? Is the traditional view unmodified, that not only is there to be no profit from the game but if there is a loss it is part of the sacrifice we must accept to remain amateur? Are we, in our zeal to keep our amateurism pure and untainted, pushing our ideals so far in present times that we are in real danger of discriminating against those who cannot afford the sacrifice? This

important issue facing us at this time. Rugby Union football has remained the great amateur sport only because all who are part of the game, their unions and those in membership of the International Rugby Football Board have agreed and accepted a common code in good faith and with a common trust.

There are signs that this trust could be undermined by misinterpretation or disagreement with some of our regulations. This must not happen. It is vitally important for the sound development and future of the game that, through honest discussion, analysis and debate of the problems, followed by sensible and prudent judgement by the board, that meaningful regulations relating to amateurism can be agreed, confirmed and implemented by all.

In the part of the United Kingdom from which I come you will have heard of such phrases as "no surrender" and "not an inch". These are not necessarily the slogans of the unthinking demagogue but rather the cry of thoughtful folk who have something which is precious to them and which they wish to preserve inviolate.

In the context of amateurism I may well be like them and I will agree to change when I am convinced that change is in the best interests of Rugby Union football.

TOMORROW

Renaissance or reformation?

RACING: PULBOROUGH TEAM CAN EXTEND WINNING RUN WITH TWO-YEAR-OLD DOUBLE AT NEWCASTLE

Fu Lu Shou ready to recoup losses

By Mandarín (Michael Phillips)

While conceding that making excuses for beaten horses can often prove expensive, I do feel that following that costly failure in the Colonic Junior Nursery at Hamilton eight days ago, Fu Lu Shou should be backed to retrieve losses in the Brightelmstone Nursery at Brighton today, and he is my nap.

After being beaten three-quarters of a length by Lindsay Chernock in the Secret, Fu Lu Shou's jockey, Tyrone Williams, had a tale of woe to tell his trainer, Patrick Haslam.

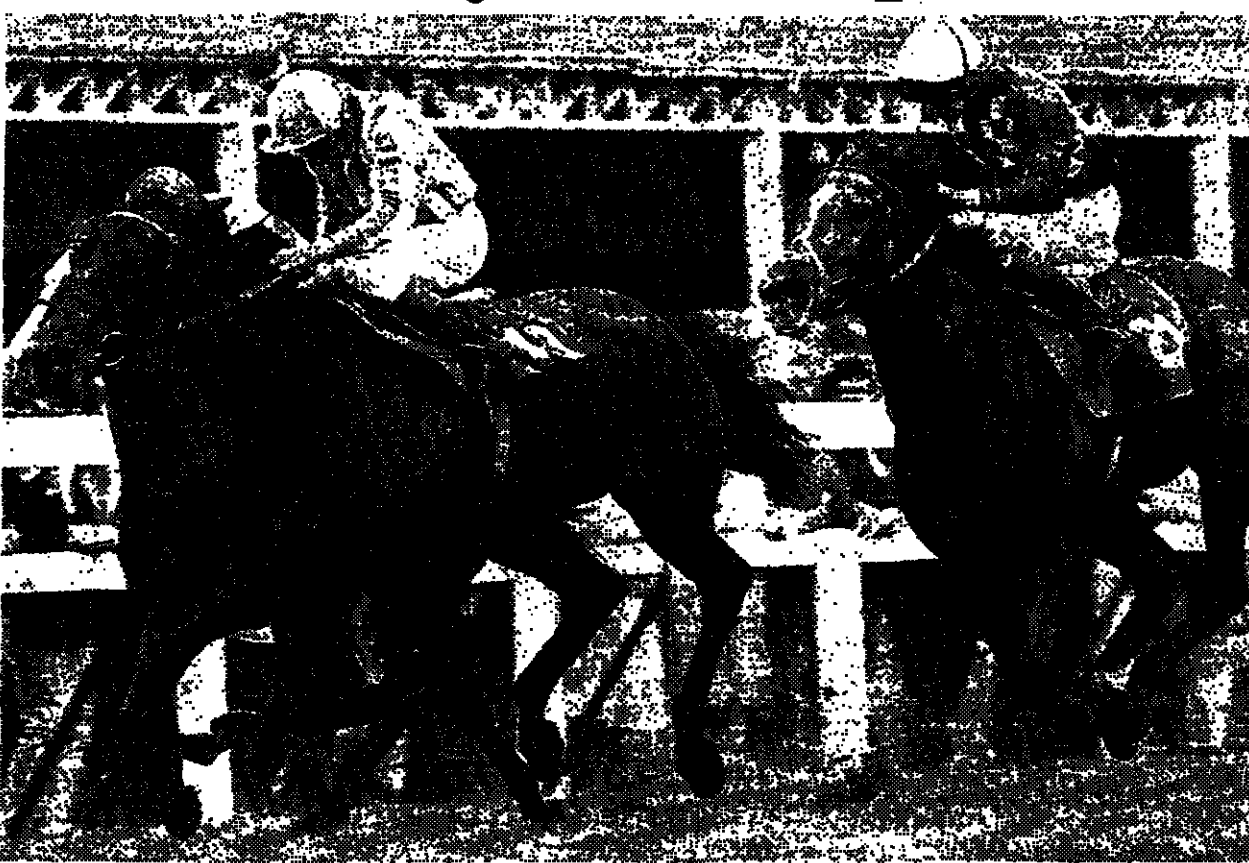
This was ratified later by experienced race readers present who reported that Fu Lu Shou lost a good position early on when he had to be snatched up to avoid some scrambling.

Williams rightly gave him plenty of time to recover and get balanced again but when he did produce him with what looked like a winning run two furlongs from home he was again hampered badly.

Getting full marks for perseverance, he then switched to the outside of a bigish field but the winning post came just too soon. And unlucky was the unanimous verdict.

Faced by only six opponents this afternoon, it will be surprising if he does not enjoy a better run this time. For one by the sprinter Godswalk Fu Lu Shou starts remarkably well. This can be attributed to the influence of his dam, the Reliance mare Parlican, who had some useful form over a mile and a half in France. So today's distance of a mile will pose no problem for Fu Lu Shou, who might well be described as a winner without a penalty.

Otherwise at Brighton it should pay to back Chorizta (2.15) and Inshad (4.15) to win their respective races although their prices are unlikely to be particularly appealing. However, coupled in a double to win the two divisions of the EBF Sompting



Ichnusa, seen here beating Slean at Doncaster, carries her penalty in today's Newcastle University Turf Club Stakes

Maiden Stakes they should pay better.

Following three successive seconds, Chorizta deserves better luck in the first division. She was clearly up against it when faced by Scimitarra at Goodwood a week ago.

Inshad, a 180,000 guineas yearling by Indian King, ran well enough in the race won by Greenacres Hill at Goodwood last month to suggest that she has the other division at her mercy.

Following his great triumph in Paris on Sunday with Dancing Brave Guy Harwood is again casting his net far afield. This should take in two prizes at Newcastle this afternoon, thanks to the efforts of Greville Starkey on Zarbey (2.15) and Old Maestro (4.45).

Zarbey, my selection for the EBF Polwarth Maiden Stakes, has been placed at Ascot and Newmarket already. His opposition this afternoon does not appear to amount to much. Likewise, Old Maestro has a favourite's chance of winning the EBF Princess Maiden Stakes following that narrow defeat by Faiiug at Brighton.

Steve Cauthen will also be at Gosforth Park this afternoon and I envisage him landing a double on Indian Orator (3.45) and Bolero Magic (4.15). I particularly like the chance of the latter who was finishing like an express train at Yarmouth last time when beaten only half a length by Saker.

At Wolverhampton Peter's Blue, who like my nap has graduated from sellers to nursery, looks poised to win his fourth prize in a row in the Staffordshire Nursery.

Later in the afternoon I fancy Michael Dickinson's chance of winning another race for Robert Sangster, this time with Fairy Gold.

My selection, who will be ridden by Brent Thompson, is a beautifully bred filly by Golden Fleecy out of the dam of their promising young stallion What a Guest and Infantry, who has excelled racing in the United States.

Fairy Gold shaped like a stayer when I saw her finish fourth first time out in the race won by Brave Dancer at Salisbury. So a mile and a furlong, the distance of today's race, should prove no problem.

Blinkered first time BRIGHTHAMPTON: 4.0 Tzu-Wong.

Equine centre for Ireland

A £2.2m equine centre at County Kildare, dedicated to aiding and improving Ireland's horse industry, was opened yesterday by the country's minister for sport, Mr Sean Barrett. (Our Irish Racing Correspondent writes).

Starkey claimed an outright victory for the Pulborough stable when El Conquistador ended a frustrating run of three consecutive seconds by beating Tigerwood by half a length in the Westoverland Handicap.

El Conquistador is a son of the 1978 Derby winner, Shalika Heights, out of a half-sister to Mountain Lodge and this was his first-ever success.

Ladbrokes have reduced Sneak Preview's Tote Caserewich odds from 25-1 to 14-1 following the six-year-old's Wolverhampton victory yesterday. The centre has laboratories for both diagnostic and research.

Starkey had better luck in the following event, the Morris Dancer Handicap, when he forced a dead-heat on Harwood's 6-5 favourite, Elbury Park, with a 20-1 chance, Super Power.

Starkey's claim to fame was his 1978 Derby win on Shalika Heights, but he has since failed to repeat the feat. He was runner-up in the 1980 Derby on the 10-1 favourite, El Conquistador, and in the 1981 Derby on the 10-1 favourite, El Conquistador.

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Battalion halts Abdulla's charge

Greville Starkey was back in the Dancing Brave colours of Khaled Abdulla when he partnered the 13- favourite Violette in the Doncaster Stakes at Bath yesterday, but it proved another unfortunate experience.

The colt did not jump off too well in the big field, and was well behind as they ran into the long turn at the bottom of the course. He got a good run on the rail, making a list of ground, but then found his way stopped in the straight and had to be switched.

Although flying at the finish, he only managed to reach fourth place, and he had to speak to.

Battalion, who struck the front inside the final furlong and stayed this extended mile well to win by a length.

Battalion, trained by John Dunlop, was yet another winner for the in-form Brent Thompson, whose contract with Barry Hills finishes this season. Thompson is not sure whether he'll remember yesterday all our lives. The sight of all those classic winners spread across the track was fantastic. As soon as he was past the post, I rushed down to the local off licence to buy four crates of champagne and all the beer that I could get into my car. We then had quite a party on the lawn.

Sunday licensing laws must have gone temporarily by the board in leafy Sussex in sympathy with the epoch-making events in Paris.

Dancing Brave will now be prepared for an attempt to repeat Pebbles's 1985 victory for Britain in the \$2m one and a half mile event on turf at Santa Anita on November 1, when Sonic Lady and Double Schwarz, Sunday's Paddy the Abbey winner, will be other home-trained contenders for the world's most valuable day's racing.

Khaled Abdulla's champion will travel to California with his reputation boosted sky-high after Sunday's win. So with Pat Eddery's accolade as "the best horse I have ever ridden" still ringing in our over-excited ears, now is the time for an attempted evaluation of his merit.

The criteria by which great horses have always been judged are that they must possess sufficient speed for a mile,

combined with the stamina necessary to win over a mile and a half and that they must never fail to give their running.

Using these standards as a yardstick, Dancing Brave now stands alongside Sir Ivor, Nijinsky, Mill Reef and Brigadier Gerard as a versatile and consistent colt of the highest possible calibre.

And if you go back further and take Tantieme, Ribot and Sea Bird II into consideration, Dancing Brave must be assessed as one of the eight best colts to have raced in Europe since the Second World War.

The words versatile and consistent are all important. Vaguetty Noble, Ribot and Sea Bird were also impressive winners of the Arc. And in the past 12 years Grundy, Troy, Sheppard, Golden Fleecy and Ship Anchor have been outstanding winners of the Derby. But with the possible exception of Grundy, none of these possessed as much speed over a mile as Dancing Brave.

What has made last Sunday's victory unique was its style. Never in living memory has a horse come from so far back to overtake so many winners of group one races. It was certainly the highest calibre field for an Arc since Sea Bird II beat Diatome II and Reliance in 1965.

Those who bought shares in Dancing Brave when he was syndicated, the £100,000 one, congratulating themselves on their shrewdness. The value of the grandson of the prepotent Northern Dancer has certain soared overnight. But talk of him going wrong as much as £20m is pure in the air.

The value of stallion shares has fallen in the past three years and is now more in line to what prices yearlings can command.

The average at last week's Hillyvale sale declined for the third year running from its 1984 peak of 92,520 guineas to 77,636 guineas. It will, therefore, be interesting to see if this week's Golf's sales are able to reverse the worldwide trend for the third consecutive year, as their 1985 average showed a slight increase over the 1984 figure of 35,472 Irish pounds.

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Course specialists

TRAINERS

JOCKEYS

WOLVERHAMPTON

SELECTIONS

2.0 Nabras. 2.30 Mizala Maris. 3.0 Peter's Blue. 3.30 Fairy Gold. 4.0 Cleofa. 4.30 Jacqui Joy.

By Our Newmarket Correspondent

2.0 Nabras. 2.30 G Magic. 3.0 Blazing High. 3.30 Ivory Fields. 4.0 Iyanski. 4.30 Bonny Light.

Going: firm (good to firm on straight course) Draw: 5f, high numbers best

2.0 EBF BUSHBURY MAIDEN FILLES STAKES (2-Y-O: £1,145: 1m 10f) (11 runners)

4.0 BOSCOBEL OAK FILLES STAKES (3-Y-O: £2,166: 7f) (17)

2.30 FINAL FILING SELLING STAKES (3-Y-O: £260: 1m 10f) (9)

3.0 STAFFORDSHIRE NURSERY HANDICAP (2-Y-O: £1,965: 5f) (11)

2.0 Royal Rehearsal. 2.30 Five Quarters. 3.0 Allied Newcastle. 3.30 Coral Harbour. 4.0 Leading Artist. 4.30 Turf Boy.

Going: firm

2.0 SCOTS PINE NOVICE HURDLE (E494: 2m 1f) (7 runners)

2.30 SITKA SPRUCE NOVICE SELLING HURDLE (3-Y-O: £295: 2m 1f) (6)

4.30 SCOTS PINE NOVICE HURDLE (Div II: £487: 2m 1f) (8)

Course specialists

TRAINERS

JOCKEYS

Course specialists

TRAINERS

JOCKEYS

NEWCASTLE

SELECTIONS

2.15 Zarbeyev. 2.45 Davallia. 3.15 Qualitair. 3.45 Indian Orator. 4.15 Bolero Magic. 4.45 Old Maestro.

By Michael Seely

2.15 ZARBEYEV (nap). 4.15 Bolero Magic. 4.45 Old Maestro.

The Times Private Handicapper's top rating: 4.15 BOLERO MAGIC

Going: firm

2.15 EBF POLWARTH MAIDEN STAKES (2-Y-O: £3,330: 7f) (15 runners)

2.45 NEWLANDS CLAIMING STAKES (3-Y-O: £1,314: 1m 2f) (7 runners)

Course specialists

TRAINERS

JOCKEYS

DEVON & EXETER

SELECTIONS

2.0 Royal Rehearsal. 2.30 Five Quarters. 3.0 Allied Newcastle. 3.30 Coral Harbour. 4.0 Leading Artist. 4.30 Turf Boy.

Going: firm

2.0 SCOTS PINE NOVICE HURDLE (E494: 2m 1f) (7 runners)

Course specialists

Course specialists

TRAINERS

JOCKEYS

DEVON & EXETER

SELECTIONS

2.0 Royal Rehearsal. 2.30 Five Quarters. 3.0 Allied Newcastle. 3.30 Coral Harbour. 4.0 Leading Artist. 4.30 Turf Boy.

Going: firm

2.0 SCOTS PINE NOVICE HURDLE (E494: 2m 1f) (7 runners)

2.30 SITKA SPRUCE NOVICE SELLING HURDLE (3-Y-O: £295: 2m 1f) (6)

4.30 SCOTS PINE NOVICE HURDLE (Div II: £487: 2m 1f) (8)

Course specialists

TRAINERS

JOCKEYS

COSTLY PELF DISAPPOINTS BEHIND ANOTHER GUEST

Pelf, who cost £1.6m guineas as a yearling, proved just as disappointing when tried over the minimum distance at Wolverhampton yesterday as she had done over six furlongs on four previous occasions.

Sheikh Mohammed's filly, 7-4 favourite for the first division of the Dudley Maiden Stakes, classed Sclerpan for the first time yesterday, after which the pair weakened and Another Guest and Wantage Park took command.

Another Guest, with the advantage of a run over her rival, quickly gained the upper hand to beat Mick Ryan's newcomer a length and a half. Another Guest, who cost only 6,000 guineas, was a 20-1 shot, and her success under the apprentice

Adam Sheehan's somewhat surprised her Newmarket trainer, Ron Sheehan. "She has always a bit of speed at home, but I thought she was still in need of the race", he said.

Sheehan's horses have only struck form in the last few weeks, and he has now sent out two winners this season. It was he who launched Ray Cochrane, the new first jockey for Laca Cunnani, on his career, and Sheehan is hoping he can do the same for Sheehan.

Petrus Seventy, an all-the-way winner at Beverley last month, was 6-4 favourite for the Sedgely Nursery Selling Handicap, and the Newmarket colt again led from start to finish in the hands of Tyrone Williams.

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Dancing Brave dons his Sunday best to lay on a feast

English abstinence forgotten in one moment of sheer delight

Paris The French would never have made a film called Sunday Bloody Sunday or even Dimanche Bloody Dimanche. When it comes to bloodiness, dimanches just aren't in the same class as Sundays. The continental Sunday is traditionally a feast day. The English Sunday is a day of abstinence and gloom.



Striking it rich: Eddery, the winning jockey, with attendant Dallas oil tycoons

quirkiness of the Epsom track. I heard a theory, from one learned in horse lore, that Dancing Brave, unbalanced by the twists and turns at Epsom, changed his leading leg coming down the hill and, in that instant, lost the momentum he needed to catch Shaheen before the finishing post intervened. Certainly, on scorable tracks, he has been unbeatable.

And on Sunday he ran a glorious race on a glorious day: a golden day of an Indian summer that was doing its best to make up for the proper summer that seemed to have been cancelled in early July. The Parisiens were all gleaming in the sun, in beautiful condition as they strolled around the paddock, the women striving their utmost to outdo the horses; glossy, impeccably turned out, trained to a hair, glamorously connected and quite beautifully bred. The gentlemen, over-elegant to English eyes, wore chapeaux mous, dove-grey suits and looked like a bunch of understudies for Steed in The Avengers.

We are not allowed such treats in England, not on Sundays. On Sundays, the English must be bored, that is the law. The English Sunday is characterized by the things you do, but by the things you don't do and are not allowed to do. People don't work, not because they have better things to do but because it is the Englishman's right and duty to be bored out of his mind all day on Sunday. Because of this, I don't suppose there will ever be Sunday racing in England.

This was still an Englishman's dimanche last week. The race was invented in 1920 to celebrate the end of the war and to demonstrate the quality of French-bred horses vis-a-vis representatives of foreign breeding. Mostly it has done just that. England had only won six before the weekend, Italy five, Ireland four and Germany one. The other 48 have all been picked up by the French. But it would have been a sorer Frenchman that begrudged Dancing Brave his wondrous win last Sunday.

Simon Barnes

Christie's chance to move up in the world

By Srikumar Sen Boxing Correspondent

Errol Christie will get his chance to move up in the world when he meets the world No. 10, Sean Manning, of the United States at Alexandra Pavilion on October 29. Manning, who was born in Connemara, emigrated to Boston 10 years ago and has never boxed in Europe. He is a good class boxer and will win could lift Christie into the top 10 in the world.

Christie's promoter, Frank Warren, says "Manning is No. 6 in the world and if Christie can beat him, he will move up into the top 10 and that makes all things possible. He won't have to worry about the European or British titles. He will be the youngest man in the ratings at 22."

The real Christie has not yet emerged in the three contests the Coventry middleweight has had since his eight-round defeat by Earl Kray last year. "If I can turn Manning over in the vintage Christie style, I'll be right there," Christie said yesterday.

Manning went 15 rounds with Mike McCallum, the World Boxing Association light-middleweight champion, in 1984. That performance looks good for Manning's corner says McCallum's subsequent title opponents have lasted the distance.

However, Manning moved up to middleweight recently and has won his three contests at that weight. Now that the undisputed world middleweight champion, Kevin Hagler, is expected to retire, there is a \$1-million dollar bout with Sugar Ray Leonard in April. Manning himself has world title pretensions. Angelo Dundee, who will be Manning's corner says: "Christie's people must be crazy to take this guy. On his night he can lick any middleweight in the top 10."

Also on the bill will be the stylish Tyrrell Biggs, of the U.S. Los Angeles Olympic gold medal winner. Biggs is unbeaten in 11 contests. His opponent is yet to be named.

Griffiths back

Mike Griffiths, who has not played baseball since 1978, has returned to the sport.

Griffiths, who has not played baseball since 1978, has returned to the sport. He is now playing for the Los Angeles Dodgers.

Fulham tighten defences for 'red monster'

By Clive White

If Fulham gain promotion this season they may have called it a night in the Littlewoods Cupa forgo to go to thank for it. Instead of following in self-pity after their 10-0 record defeat, they took a very close look at their defensive play, and they have been unbeaten in their three games since.

Just how successful the rehabilitation has been will see tonight at Craven Cottage when they come face to face with the 'red monster' in the return leg of the second round tie. After the initial shock we decided to go back to basics in our defence," Ray Lewington, the manager, said. "We were so conscious of Rush that our full backs were trying to cover the central defenders. All Liverpool did was play it out to the wing and wait for the crosses to come pouring over."

Since then the full backs have stayed out wide and closed down their wingers. Liverpool's finishing, though, was fantastic. They are such a great one-touch team that they have had to learn to live with themselves again and to withstand the stingers and saunters. One or two of them are very good. Dudley after the comic star of the film "Ten". "I've told them that it's a one-off game now and to go out and enjoy it. I just hope that if things go wrong after a couple of minutes they don't drop their heads," Lewington said. "Frankly I'll be glad when they're out of the way, but hopefully some good may come out of it."

Fulham's defence will show changes from the one so abused last time. Marshall, who was sent back to midfield, Carr, like Hopkins, the Welsh international defender, is recovering from a cartilage operation and Parker, their best known defender, is recovering from a cartilage operation and Parker, their best known defender, is recovering from a cartilage operation.

Manchester United, in the process of retooling their confidence, will be without Olsen and Park. Park is still recovering from a knee injury, but Olsen is expected to return to the first team.

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Altobelli back in Italian squad

Rome (AP) - After the World Cup debacle in Mexico, Altobelli has been named to the Italian squad for the World Cup in Mexico.

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Turner back in harness

By a Special Correspondent

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RACING RESULTS

Bath 2.50 (m) 1. MOUNT TUMBLEDOWN (G. Stammers, 9-2) 2. Shalika (D. J. Cook, 9-2) 3. Dancing Brave (T. J. Smith, 9-2) 4. ALBA (S. J. Cook, 9-2) 5. POLYMER (S. J. Cook, 9-2) 6. N. P. Patrick (J. L. Smith, 9-2) 7. N. P. Patrick (J. L. Smith, 9-2) 8. N. P. Patrick (J. L. Smith, 9-2) 9. N. P. Patrick (J. L. Smith, 9-2) 10. N. P. Patrick (J. L. Smith, 9-2) 11. N. P. Patrick (J. L. Smith, 9-2) 12. N. P. Patrick (J. L. Smith, 9-2) 13. N. P. Patrick (J. L. Smith, 9-2) 14. N. P. Patrick (J. L. Smith, 9-2) 15. N. P. Patrick (J. L. Smith, 9-2) 16. N. P. Patrick (J. L. Smith, 9-2) 17. N. P. Patrick (J. L. Smith, 9-2) 18. N. P. Patrick (J. L. Smith, 9-2) 19. N. P. Patrick (J. L. Smith, 9-2) 20. N. P. Patrick (J. L. Smith, 9-2) 21. N. P. Patrick (J. L. Smith, 9-2) 22. N. P. Patrick (J. L. Smith, 9-2) 23. N. P. Patrick (J. L. Smith, 9-2) 24. N. P. Patrick (J. L. Smith, 9-2) 25. N. P. Patrick (J. L. Smith, 9-2) 26. N. P. Patrick (J. L. Smith, 9-2) 27. N. P. Patrick (J. L. Smith, 9-2) 28. N. P. 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YACHTING: BRITISH CREW SAIL FLAWLESSLY IN SECOND AMERICA'S CUP TRIAL

Crusader sweeps to convincing victory as wind conditions ease

From Barry Pickthall, Fremantle

After a day of breakages on Sunday, Harold Cudmore and his crew made certain that there were no slip-ups aboard Britain's America's Cup yacht...

genoa winches. Crusader swept on out towards the favoured wind-bend on the left-hand side of the course. Twenty minutes later the race was as good as won.

White Crusader, yesterday, sailing a flawless race, they beat the much-fancied Canada II by a convincing margin of 1min 18sec.

New Zealand, Italia announced yesterday that they expect to switch to their radical design, Italia II, for the second series in November if modifications to the boat, which have included moving the mast forward 4ft 6in in an effort to lessen weather helm, prove successful.

A case for name-dropping

The international jury, who have yet to sit in judgment to decide whether any of the America's Cup yacht names contravene rule 26, which outlaws titles with commercial overtones, has called for all syndicates to produce the names and logos of all their sponsors by 5pm today (Barry Pickthall writes).

Britain's White Crusader, which changed its name last month when White Horse whisky pumped \$1.1m into the challenge, has its name pointed on the side of the boat in a way similar to the White Horse label and may well be outlawed if the committee decide to set an example during this series.

York Yacht Club's America II a severe fright on Sunday before falling behind when her mainsail split, clawed back 14 seconds on the following run, confirming that White Crusader, as Cudmore put it later, remains "a bit off pace downwind".

The deficiency, which Britain's skipper blamed on the fact they had chosen smaller spinnakers than their rivals, aboard Courageous IV, by 8min 4sec - the largest margin of the day.

American came out 1min 44sec ahead of Challenge France and Dennis Conner's Stars & Stripes chalked up her second win in this initial round-robin series, this time with a 3min 11sec margin over the Aga Khan-backed Azura crew.

Their fellow Italians from Genoa, sailing Italia, lost to Canada II by 1min 18sec.

RESULTS: Heat 1: New Zealand 2:27 (Royal New Zealand Yacht Squadron), 2nd: Italia 2:31 (Italy), 3rd: Canada II 2:34 (USA), 4th: White Crusader 2:40 (USA), 5th: Challenge France 2:45 (France), 6th: Stars & Stripes 2:50 (USA), 7th: Azura 2:55 (USA), 8th: Courageous IV 3:00 (USA), 9th: Italia 3:05 (Italy), 10th: Canada II 3:10 (USA), 11th: White Crusader 3:15 (USA), 12th: Challenge France 3:20 (France), 13th: Stars & Stripes 3:25 (USA), 14th: Azura 3:30 (USA), 15th: Courageous IV 3:35 (USA), 16th: Italia 3:40 (Italy), 17th: Canada II 3:45 (USA), 18th: White Crusader 3:50 (USA), 19th: Challenge France 3:55 (France), 20th: Stars & Stripes 4:00 (USA), 21st: Azura 4:05 (USA), 22nd: Courageous IV 4:10 (USA), 23rd: Italia 4:15 (Italy), 24th: Canada II 4:20 (USA), 25th: White Crusader 4:25 (USA), 26th: Challenge France 4:30 (France), 27th: Stars & Stripes 4:35 (USA), 28th: Azura 4:40 (USA), 29th: Courageous IV 4:45 (USA), 30th: Italia 4:50 (Italy), 31st: Canada II 4:55 (USA), 32nd: White 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(France), 461st: Stars & Stripes 16:45 (USA), 462nd: Azura 16:50 (USA), 463rd: Courageous IV 16:55 (USA), 464th: Italia 17:00 (Italy), 465th: Canada II 17:05 (USA), 466th: White Crusader 17:10 (USA), 467th: Challenge France 17:15 (France), 468th: Stars & Stripes 17:20 (USA), 469th: Azura 17:25 (USA), 470th: Courageous IV 17:30 (USA), 471st: Italia 17:35 (Italy), 472nd: Canada II 17:40 (USA), 473rd: White Crusader 17:45 (USA), 474th: Challenge France 17:50 (France), 475th: Stars & Stripes 17:55 (USA), 476th: Azura 18:00 (USA), 477th: Courageous IV 18:05 (USA), 478th: Italia 18:10 (Italy), 479th: Canada II 18:15 (USA), 480th: White Crusader 18:20 (USA), 481st: Challenge France 18:25 (France), 482nd: Stars & Stripes 18:30 (USA), 483rd: Azura 18:35 (USA), 484th: Courageous IV 18:40 (USA), 485th: Italia 18:45 (Italy), 486th: Canada II 18:50 (USA), 487th: White Crusader 18:55 (USA), 488th: Challenge France 19:00 (France), 489th: Stars & Stripes 19:05 (USA), 490th: Azura 19:10 (USA), 491st: 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(France), 643rd: Stars & Stripes 07:55 (USA), 644th: Azura 08:00 (USA), 645th: Courageous IV 08:05 (USA), 646th: Italia 08:10 (Italy), 647th: Canada

Today's television and radio programmes

Edited by Peter Dear and Peter Davalle

BBC 1
6.00 Breakfast AM. Breakfast Time with Frank...

TV-AM
6.15 Good Morning Britain. News with Gordon...



Laszlo Rajk First Tuesday on TV, 10.30pm

CHOICE
9.00m In that, as it shows director Peter Bogdanovich...

BBC 2
8.00 Gharbat. Parveen Mirza meets two Asian women...

CHANNEL 4
2.30 Film: Steamboat Bill Jr (1928) starring Buster Keaton...

Radio 4
On long wave. (a) Stereo on VHF 5.55 Shipping, 6.00 News Briefing...

Radio 2
MF (medium wave). Stereo on VHF on the half-hour from 8.30am until 10.00am...

Radio 1
MF (medium wave). Stereo on VHF on the half-hour from 8.30am until 10.00am...

Conservative Party conference 1986. The opening session of the conference...

ITV/LONDON
8.25 Thames news headlines. For Schools: The generation of electricity...

8.00 Gharbat. Parveen Mirza meets two Asian women who have set up their own business...

2.30 Film: Steamboat Bill Jr (1928) starring Buster Keaton. Silent comedy about a precious young man...

On long wave. (a) Stereo on VHF 5.55 Shipping, 6.00 News Briefing, 6.25 Prayer, 6.30 News...

5.30 Kaleidoscope. Last night's edition, repeated. 5.50 News magazine, 5.50 Shipping, 6.00 News...

11.00 Elgar's Violin Concerto. Elgar's Violin Concerto in D minor, Op 84...

MF (medium wave). Stereo on VHF on the half-hour from 8.30am until 10.00am...

10.30 School presented by Ben Thomas with guests, James Palmer and Lorna Allison.

12.00 Ticker on the Team. 12.10 Rainbow. (r) 12.30 The Sullivan.

8.00 Gharbat. Parveen Mirza meets two Asian women who have set up their own business...

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ENTERTAINMENTS
CONCERTS
BARBICAN HALL 8.00-9.30
ROYAL FESTIVAL HALL 8.00-9.30

FOOTLIGHTS
COMEDY THEATRE 5.00-5.30
THE MAINTENANCE MAN

BEST MUSICAL
LAURENCE OLIVIER
A MARY ELLEN COMBINATION

BREAKING THE CODE
THE PHANTOM OF THE OPERA
STEVEN BERKOFF'S

THE BUSINESS OF MURDER
6TH THRILLING YEAR
STEVEN BERKOFF'S

ROOKERY NOOK
THE MOUSETRAP
CABARET

WHEN WE ARE MARRIED
THE PETITION
VANESSA REDGRAVE

ART GALLERIES
BARBICAN ART GALLERY
ROYAL ACADAMY OF ARTS

CINEMAS
CAMPDEN PLACE 8.00-10.30
COLUMBIA 8.00-10.30

